

# GRAIN DEALERS' JOURNAL

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Have a Care—Have Some Cars  
for  
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Chicago Board of Trade

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### AMARILLO, TEX.

Panhandle Gr. & Elevtr. Co., whole. gr., fld. seeds.\*  
Plains Gr. Co., E. S. Blasdel, millet, cane, kafir.\*

### ATCHISON, KANS.

Blair Elevator Co., receivers & shippers.\*

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Eppes, Wm. E., grain, hay, flour, produce.

### ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

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Baltimore Pearl Hominy Co., corn pdts.\*  
Blackburn & Co., C. F., grain recvrs., exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fabey & Co., John T., gr'n receivers & expts.\*  
Gill & Fisher, receivers and shippers of grain.\*  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, gr. com. merchants.\*

### BEAUMONT, TEX.

Archer, W. R., grain broker.

### BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.\*  
Hasenwinkle Grain Co., brkrs. of country grain.  
Slick & Co., L. E., grain brokers.  
Worth-Gyles Grain Co., cash and future grain.\*

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, com'n.\*  
Cressey, Fred L., hay, grain, bkg. com.  
Haynes, Wm. J., broker.  
Howlett Co., E. C., grain brokers.  
Jaquith, Parker, Smith & Co., wheat barley milo.\*  
Marden & Co., C. F., grain brokers.  
Merigold & Co., A. I., chicken wheat specialists.  
Taft, R. C., grain broker.

### BUFFALO, N. Y.

Corn Exchange Members.

Buffalo Grain Co., recvrgr. fwdrs., consignments.  
Burns Grain Co., grain commission.\*  
Churchill Gr. & Seed Co., recvrs., shippers.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevtr. Co., consignments.\*  
Harold, A. W., grain, barley a specialty.  
Heathfield & Co., Inc., W. G., strictly com'n.  
Irwin, Dudley M., barley.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.  
Taylor & Bournique Co., receivers and shippers.\*  
Trmston Grain Co., grain commission.\*

### CAIRO, ILL.

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Antrim & Co., H. S., receivers, shippers.\*  
Halliday Elevtr. Co., grain dealers.\*  
Hastings Co. Samuel, grain & hay.\*  
Hastings-Stout Co., grain and hay.\*  
Mazee-Lynch Grain Co., grain.\*  
Pink & Co., flour, hay, grain, fldstuff.  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., grain merchants.\*

### CHAMPAIGN, ILL.

Baldwin & Co., H. L., grain brokers.

### CHICAGO, ILL.

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Bailey & Co., E. W., grain commis'n merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Bridge & Leonard, grain commission.  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Hitch & Carder, commission merchants.  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain & provisions.\*  
Lipsev & Co., grain commission.\*  
Logan & Bryan, options, cash grain.\*  
Lowitz & Co., E., grain commission.\*  
McKenna & Rodgers, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.\*  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Rogers Grain Co., commission merchants.  
Rosenbaum Bros., receivers, shippers.\*  
Rothschild Co., D., receivers & shippers.  
Rothschild Co., The Moses, general grain com'n.\*  
Rumsey & Company, grain commission.\*

### CHICAGO (Continued).

Sawers Grain Co., grain commission.\*  
Schiffli & Co., P. H., commission.\*  
Shaffer & Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.  
Sincere & Co., Chas., N. Y. stocks, Chicago grain  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers-shippers.\*  
Ware & Leland, grain and seeds.\*

### CINCINNATI, O.

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### CLEVELAND, O.

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Bailey, E. I., grain and millfeed.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevtr. Co., The, recvrs. & shprs.\*  
Lake Shore Elevtr. Co., grain and feed.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Elevtr. Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., grain, seeds, hay, straw.\*

### COLUMBUS, O.

Myers & Baughman, grain and hay.

### DAVENPORT, IOWA.

Davenport Elevtr. Co., receivers and shippers.\*  
Merchants Elevtr. Co., buyers-sellers all grns.  
Purity Oats Co., buyers of grain.

### DECATUR, ILL.

Duncan & Co., L. E., grain brokers.

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain & hay.  
Ayres Mercantile Co., The, F. C., milling wheat.\*  
Best & Co., J. D., buy and sell all grains.\*  
Crescent Flour Mills, The, wheat, corn, oats.\*  
Denver Elevator. We buy & sell grain & beans.\*  
Hungarian Mill & Elevtr. Co., receivers.  
O'Donnell Grain Co., wholesale grain.  
Phelps Grain Co., T. D., wholesale grain.\*  
Summit Gr'n & Coal Co., wh't, corn, oats, rye, bly.\*  
Thompson Merc. Co., The W. F., wholesale hay.  
Western Grain Co., mlg. wheat a specialty.

### DES MOINES, IOWA.

Marshall Hall Grain Co., grain com.\*

### DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., beans, wheat, oats.\*  
Caughy-Jossman Co., grain & seeds.\*  
Cumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., gr., hay, congnts, a specialty.\*  
Lichtenberg & Son, oats, corn, hay, straw.  
Simmons & Co., F. J., grain & hay.\*  
Swift Grain Co., receivers & shippers.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

### FRANKFORT, IND.

Frank & Co., William, grain brokers.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Elder, Fred W., whole. grain, hay, mill pdts.\*  
Stockham Grain Co., E., whole grain & feed.\*

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*

### HUTCHINSON, KAN.

Board of Trade Members.

Bolin Hall Grain Co., Kansas hard wheat.  
Pettit Grain Co., L. H., gr. com., recvrs., shprs.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevtr. & Feed Co., receivers and shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brkg. & com.\*  
Heinmiller Grain Co., receivers and shippers.  
Hoosier Grain Co., consignments only.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Lowitz & Co., E., grain commission.\*  
Minor, B. B., grain consignments solicited.  
Montgomery & Tompkins, receivers and shippers.\*  
Mutual Grain Co., grain commission.\*  
Rich Grain Co., grain commission.  
Shotwell & Co., C. A., commission, bkg.  
Star Elevator Co., grain merchants.\*  
Urmon Grain Co., receivers & shippers.\*  
Witt, Frank A., grain commission & brokerage.\*

### JACKSON, MICH.

Stockbridge Elevtr., trk. buyers, slrs., gr. & sds.

### KANSAS CITY, MO.

Board of Trade Members.

Addison-Benton Grain Co., consignments.  
Aylsworth Grain Co., receivers, shippers.\*  
Bruce Bros. Grain Co., consignments.\*  
Christopher & Co., B. C., kafir, fetterita, milo.\*  
Croydale Grain Co., grain commission.  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Gr. Co., consignments.\*  
Dilts, Jr., & Co., Wm. G., grain merchants.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Gr. Co., C. V., receivers & shippers of gr.\*  
Fowler Grain Co., Lev., receivers & shippers.  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkener, recvrs. and shprs. of grain.\*  
Hinds Grain Co., The, receivers, shippers.  
Kemper Mill & Elevtr. Co., grain and feed.\*  
Mensendick Grain Co., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers & shippers.\*  
Morrison Grain Co., consignments.\*  
Murphy Grain Co., grain commission.\*  
Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.\*  
Scular-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., recvrs.-expts.\*  
Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignments-futures.  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., commission merchants.\*  
Western Grain Co., shipper (a specialty).\*

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Beatty Brokerage Co., grain brokers.\*

### LITTLE ROCK, ARK.

Munn-Burrow Brokerage Co., grain, hay millfeed.\*

### LIMA, O.

Riddle & Co., T. P., hay and grain.

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Board of Trade Members.

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Fruechtenicht, Henry, hay, grain, mill products.\*

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Moon-Taylor Co., grain and hay brokers.\*

### MANSFIELD, OHIO.

Goemann Grain Co., grain buyers.\*

### MEMPHIS, TENN.

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Browne, Walter M., broker, com. merchant.\*  
Buxton, E. E., broker and commission merchant.\*  
Davis & Andrews Co., grain dealers.\*  
Hasenwinkle Co., H. J., consignments.  
Nessly, J. L. Co., gr. brokers, alf. meal spec.\*  
U. S. Feed Co., grain, hay, millfeed.  
Webb & Maury, brokers and com. merchants.\*

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

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Bell Co., W. M., receivers & shippers.\*  
Buerger Com. Co., grain & seed receivers.\*  
Donahue Stratton Co., grain merchants.\*  
Hensley & Owen, grain commission.\*  
Kamm Company, P. C., barley and rye.\*  
Owen & Brother Co., grain commission.  
Rankin, M. G., & Co., grain and feed.  
Rialto Elevtr. Co., grain receivers & shippers.\*  
Taylor & Bournique Co., shprs. corn, oats, barley.\*

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

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Carter, Sammis & Co., grain commission.  
Cereal Grading Co., grain merchants.\*  
Dairymple Co., William, gr. com.\*  
Davies & Co., F. M., grain commission.\*  
Gatchell-Banton Co., grain recvrs.-shprs.\*  
Godfrey-Blanchard Co., grain recvrs. & shippers.\*  
Gould Grain Co., receivers & shippers.\*  
Hankinson & Co., H. L., grain commission.  
Lewis & Co., Chas. E., consignments.\*  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
Minnesota Grain Co., grain commission.\*  
Quinn Shepherdson Co., grain commission.\*  
Randall, Gee & Mitchell, grain com.  
Scroggins McLean Co., corn and oats.\*  
Stair, Christensen & Timmerman, gr. commission.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Woodward Newhouse Co., grain merchants.  
Zimmerman, Otto A., barley & oats my spec'ity.\*



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW ORLEANS, LA.

Steel Co., The J. H. W., gr. frt. brok. & forwdrs.\*

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Jones & Co., M. B., buyers—quote us.\*  
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Riemschneider, Wm., gr. consignments.\*  
Therrien, A. F., broker.

### OKLAHOMA CITY, OKLA.

Grain Exchange Members.  
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Drennan Grain Co., R. H., consignments.  
Dustin Grain Co., grain, feed, seeds.\*  
Langenberg Bros. Gr. Co., grain merchants.  
Marshall Grain Co., grain merchants.\*  
Oklahoma Export Co., mlg. wheat wanted.\*  
Okla. City M. & E. Co., grain mer., mlrs.\*  
Perkins Grain Co., W. L., we buy & sell.\*  
Rutledge Grain Co., com. merchants.

### OMAHA, NEBR.

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Beall Com'n Co., receivers & shippers.  
Blanchard-Niswonger Co., recvrs. & shprs.\*  
Crowell Elevator Co., receivers, shippers.\*  
Dawson Grain Co., grain commission.  
Holmquist Elevator Co., receivers and shippers.\*  
Leopold, Todd Gr. Co., com. mer., recvrs. & shprs.  
Merriam Commission Co., consignments.\*  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., Geo. A., grain merchants.  
Trans-Mississippi Grain Co., recvrs. & shprs.\*  
United Grain Co., grain commission.  
Uptake Grain Co., consignments.\*

### PEORIA, ILL.

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Cole Grain Co., Geo. W., grain com. mchts.\*  
Consumers Grain Co., grain receivers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*

### PEORIA (Continued)

Grier & Co., T. A., grain commission.\*  
Harwood-Young Co., grain commission.  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain receivers.\*  
Warren Com. Co., consignments.\*

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Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Stites, A., Judson, grain and millfeed.\*  
Taylor & Bournique Co., shippers corn-oats.\*  
Young & Co., S. H., wheat, corn, oats.

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McCague, R. S., grain, hay.  
Walton Co., Samuel, grain and hay.\*

### PONTIAC, ILL.

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### PUEBLO, COLO.

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Beveridge & Co., S. T., grain, hay, feeds, seeds.

### SAGINAW, MICH.

Smith-Connor H. & Gr. Co., hay and grain.

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Mid-West Grain Co., pure soft wheat.\*

### ST. LOUIS, MO.

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Elmore Schultz Gr. Co., recvrs. & shprs. grain.\*  
Goffe & Carkener Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Marshall Hall Grain Co., grain com.\*  
Hawpe Grain Co., M., grain merchants.  
Langenberg Bros. Grain Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain & grass seed.\*  
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King & Co., C. A., grain and seeds.  
Morehouse & Co., W. H., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain recvrs., shippers.  
Zahn & Co., J. F., grain, seeds.\*

### WICHITA, KANS.

Board of Trade Members.  
Brooks-Bedell Grain Co., grain merchants.  
Kansas Flour Mills Co., The, expts., consign'ts.\*  
Kansas Milling Co., The, millers and grain dealers.  
Norris Grain Co., The Exporters.\*  
Strong Trading Co., grain and coal.\*  
Wichita Term. El. Co., kafir, rye, corn, oats.  
Williamson Grain Co., grain com'son.

### WICHITA FALLS, TEX.

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Members**BALTIMORE**Chamber of Commerce  
Members**CHAS. ENGLAND & CO.**

Commission Merchants

**GRAIN :: HAY :: SEEDS**

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**CONSIGNMENTS A SPECIALTY****JOHN T. FAHEY & CO.**

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Grain Receivers and Shippers

In the Market every day

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Established 1880

**G. A. HAX & CO.**

COMMISSION

Grain and Hay

BALTIMORE

MARYLAND

**C. P. BLACKBURN & CO.**

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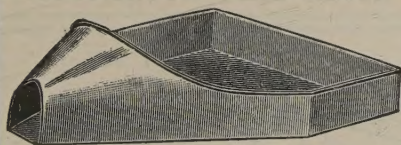
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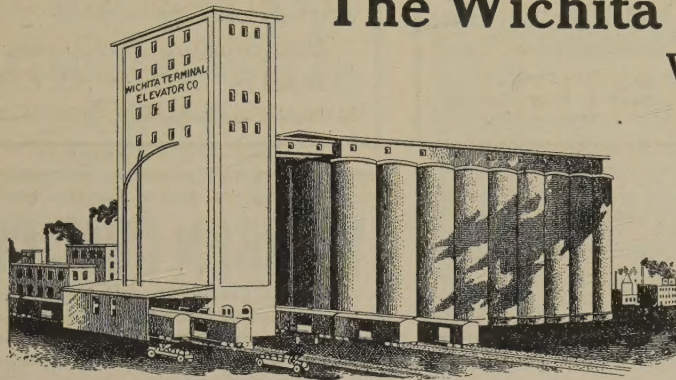
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### Hungarian Mill & Elevator Co.

Grain Receivers.

### Western Grain Co., The

Milling wheat a specialty.

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We buy wheat, corn, oats, beans, etc.

## NOTE

All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in contract.

## THE A. McCLELLAND MERCANTILE, I. & R. CO., PUEBLO, COLO.

We are Members of the Denver Grain Exchange

If you wish to buy or sell grain in carlots write us.

Pueblo is the Real City of Opportunity, Sunshine and Health.

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For Best Results  
Consign Your Grain  
To

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GRAIN DEALERS JOURNAL, CHICAGO

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**GRAIN**  
TO BUFFALO  
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have all facilities to handle grain right regardless of its condition, as they operate the new, up-to-date Superior Elevator. Consign your new corn to us; no matter what condition it is in we can handle it.

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**GRAIN BARLEY** A Specialty  
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A reliable service designed to meet the requirements of shippers to the Buffalo Market. We solicit your shipments.

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**"Follow the Flag"**

It Leads to Success  
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Est. 1903

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## GRAIN DEALERS' SCALE TICKETS—BOOK No. 51

This scale book contains 100 pages 8x11 inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net... bushels... pounds, Price, Dollars and Fees. It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them. Book No. 51, Price 75 Cents. Address GRAIN DEALERS JOURNAL, 305 So. La Salle Street, CHICAGO, ILL.



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International Game, played in Toledo, Ohio.  
Providence does dealing. When "Seedy" favor

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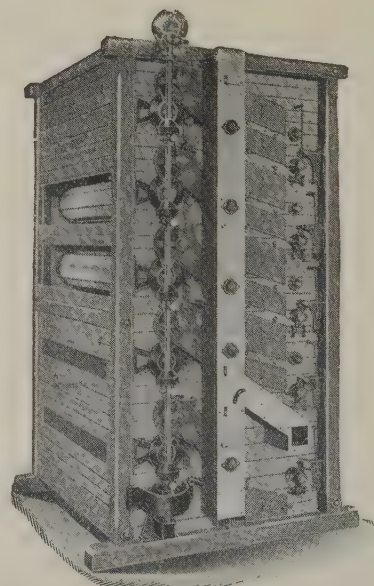
Mixed—These Grains Grade Low  
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The Richardson Oat Separator is the Answer.  
It will Absolutely and Economically Make these  
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**Richardson Grain Separator Co.**

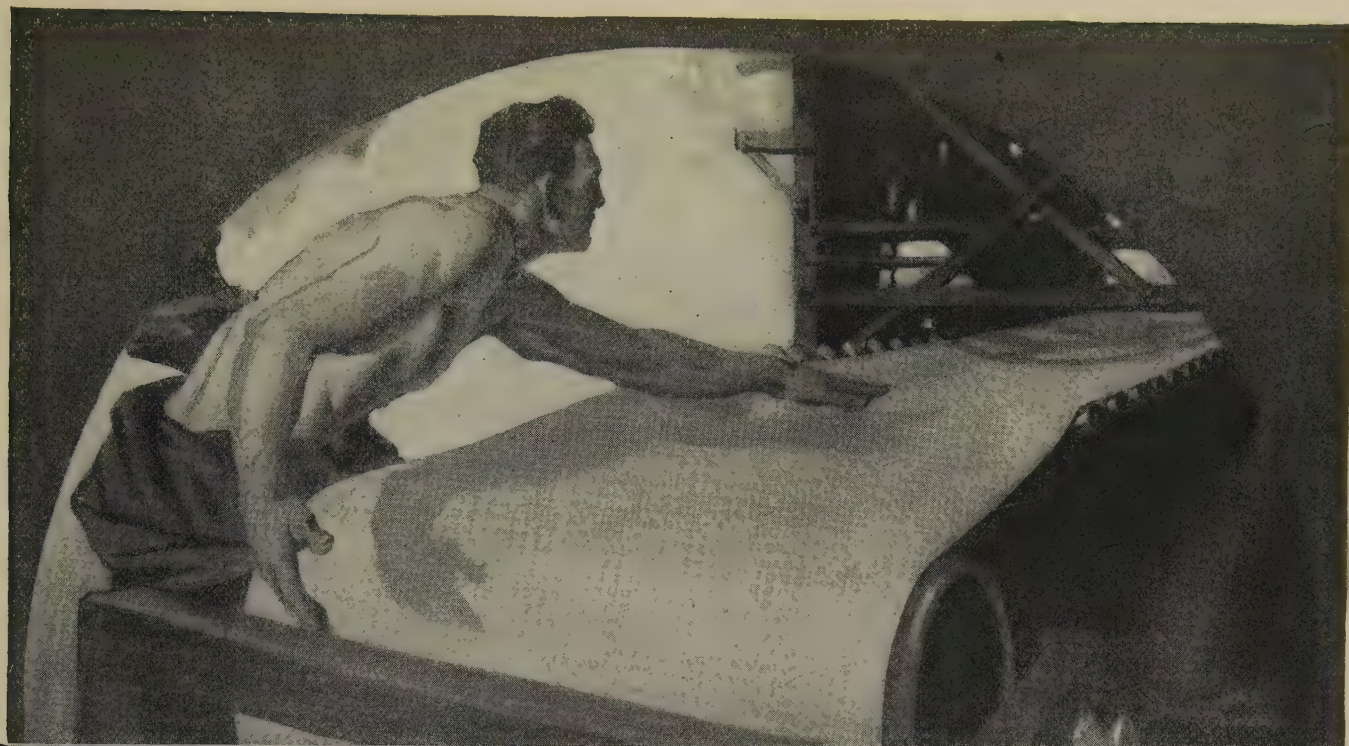
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MINNEAPOLIS, MINN.



**Your Elevator's Wants Are Supplied in These Columns**





THE CONSERVATION OF ENERGY AND THE TRANSMISSION OF POWER

## These Conveyor Belts Unbar the Market

Many good products are barred from wide and profitable fields by the high cost of transporting material from stage to stage in production.

Too much of the pay-roll is devoted to wearing out hand-trucks and wheelbarrows.

Too little of the initial investment is devoted to such saving and cost-cutting equipment as conveyor belts.

The consequent high price of the salable product bars it from markets which conveyor methods would throw open.

Fortunately the pressure of production and the need for conserving man-power are forcing recognition for their saving transport.

Within the last four months the demand for all grades of Goodyear-made Conveyor Belts exceeded our ability to supply them until we recently installed a new production unit.

These belts register an amazingly low transport cost per ton of material conveyed. They are balanced belts.

The cover is tough and thick enough to withstand the abrasion and wear of the

material it is specifically designed to carry.

The carcass is of especially-woven duck, giving maximum strength per unit of weight. Cover and carcass last equally long.

If this were not the case, the belt would not be an economical one. After one part of a conveyor belt is worn out the remaining part cannot continue in service.

But in the Goodyear-made balanced belts the two are accurately proportioned.

In consequence their cost carries no burden of expense for quantity and quality of material that will prove unusable and of no avail.

As an investment to reduce the cost of production they are exceedingly profitable, although their first cost is more than that of wheelbarrows and hand-trucks.

Goodyear-made Belts may cost slightly more than inferior belts, but for every dollar they return longer, more continuous, more economical service.

The Goodyear Tire & Rubber Co., Akron, Ohio

*Transmission and conveyor belting—steam,  
air and water hose—Goodyearite packing.*

COUGAR & GOODYEAR BRANDS OF CONVEYOR BELTING

**GOOD YEAR**

AKRON



# LINK-BELT

## SILENT CHAIN DRIVES

### CONSERVE POWER

**A**DOPT this highly-efficient drive for every service that requires positive, non-slip power transmission. ♡ It is flexible as a belt—positive as a gear—more efficient than either.

Link-Belt "Safety-first" casings should be used where flying grit and abrasive dust are in the air. Many power users are adopting them on all drives. For particulars address nearest office.

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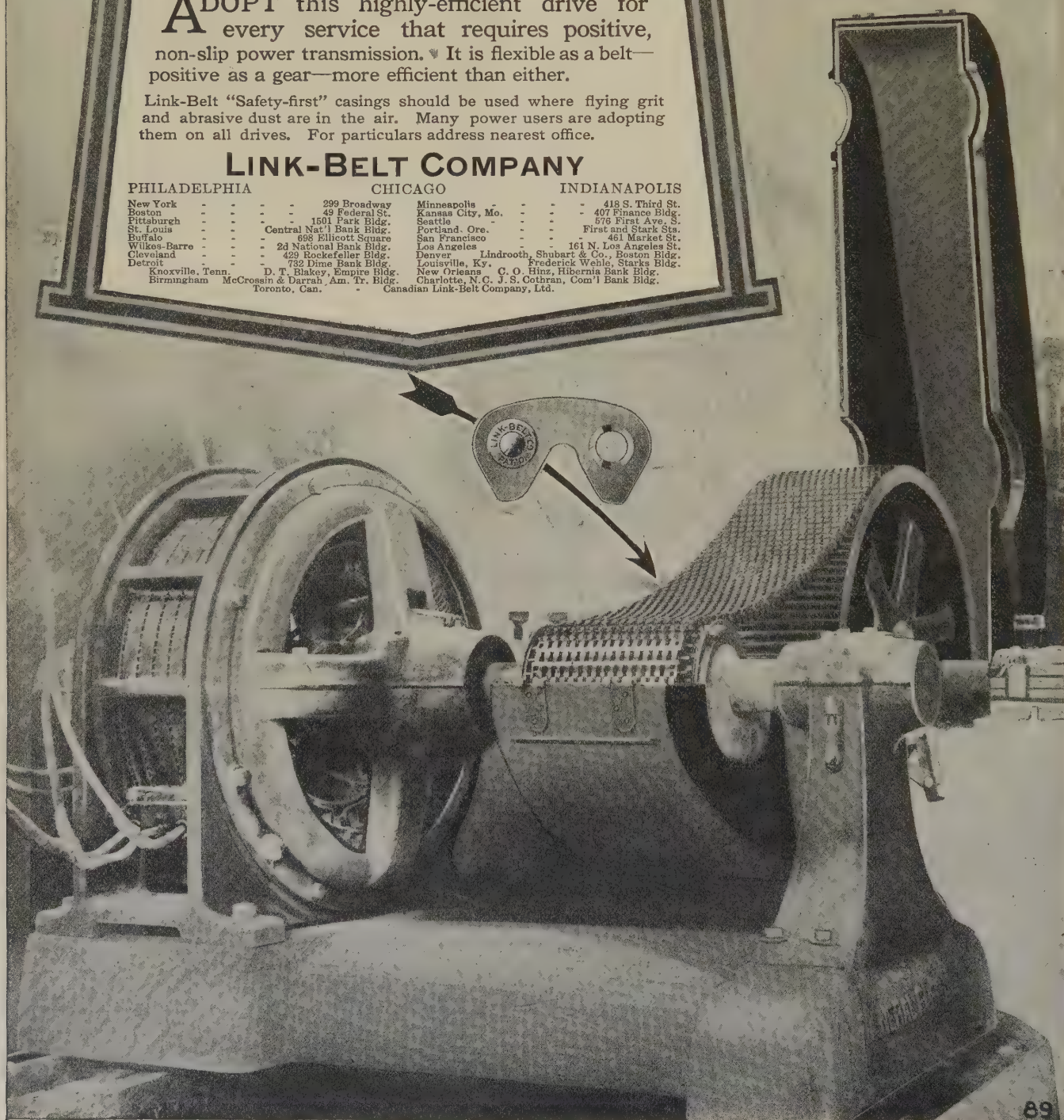
299 Broadway  
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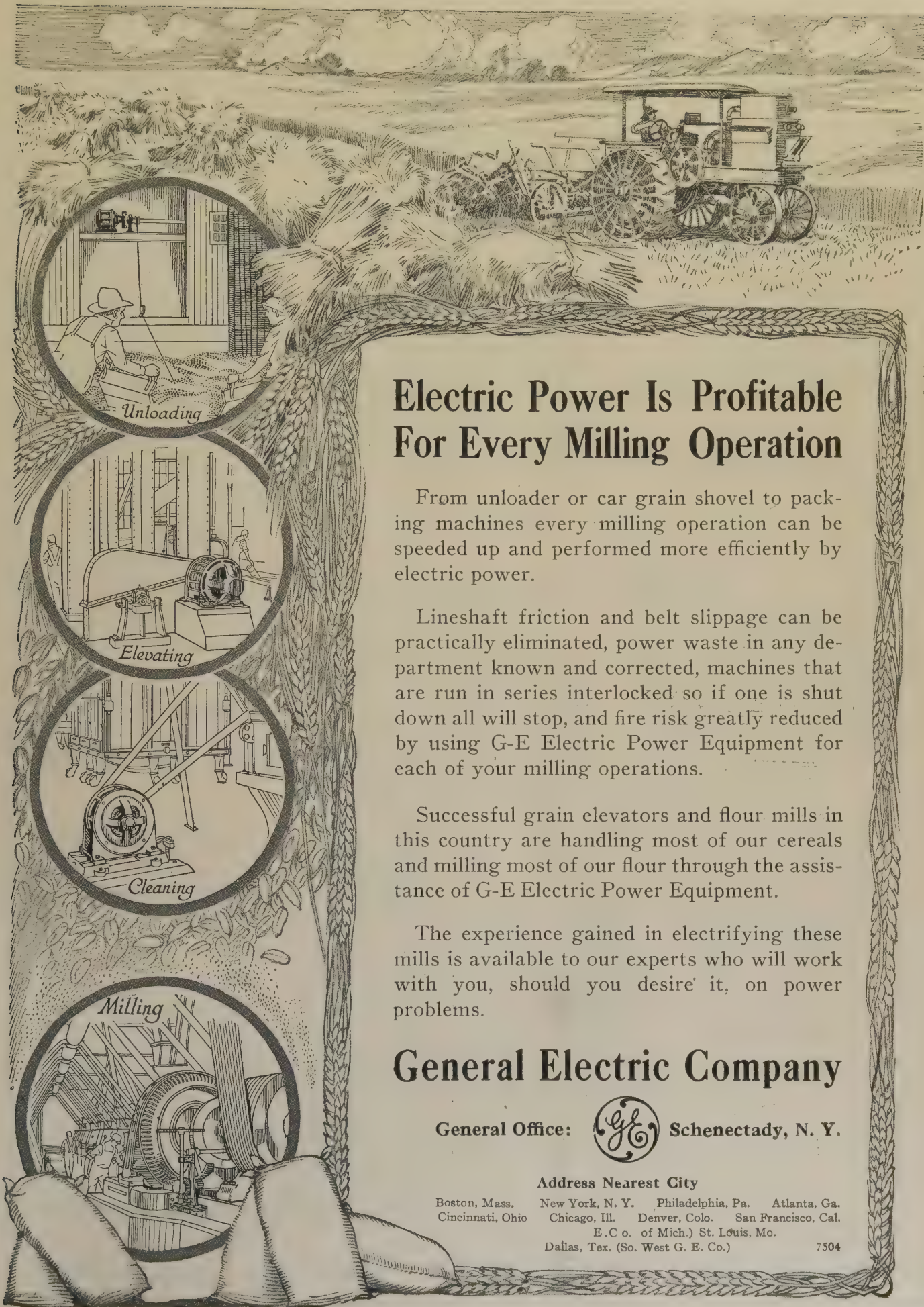
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## Electric Power Is Profitable For Every Milling Operation

From unloader or car grain shovel to packing machines every milling operation can be speeded up and performed more efficiently by electric power.

Lineshaft friction and belt slippage can be practically eliminated, power waste in any department known and corrected, machines that are run in series interlocked so if one is shut down all will stop, and fire risk greatly reduced by using G-E Electric Power Equipment for each of your milling operations.

Successful grain elevators and flour mills in this country are handling most of our cereals and milling most of our flour through the assistance of G-E Electric Power Equipment.

The experience gained in electrifying these mills is available to our experts who will work with you, should you desire it, on power problems.

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7504



That our competitors at last see the hand writing on the wall is apparent. In utter desperation they have sent out the

## S. O. S. SIGNAL

Such unclean, undignified advertising methods disgust an intelligent business man.

**Our** belief is and always has been:

When you start to advertise,

Stick to facts!

Good business isn't built on lies—

Stick to facts!

No matter what you have to sell,

The truth is good enough to tell;

Boost your goods, and boost them well,

But stick to facts!



## The EUREKA GANG SIEVE SEPARATOR



is the greatest grain cleaning success the world has ever seen, else why would it have taken Minneapolis by storm, and why should these machines have displaced what had been considered fairly good Cleaners.

More Eureka "Gang Sieve" Separators have been sold and installed in Minneapolis during the past four months than all other makes combined. It will be to your interest to find out why.

Let us send you reports from users, photographs and full particulars.

## S. HOWES COMPANY, Inc.

Eureka Works

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Silver Creek, N. Y.

### Fertilizers Pay Better Than Ever

**T**ODAY a bushel of corn or wheat buys more fertilizer (potash excepted, of course) than at any time during the past three years.

Note how much cheaper you can buy a 2-10 fertilizer now than before the war.

**In 1914**



2 Bushels Corn

would buy



**Today**



1 1/2 Bushel Corn

will buy



*In terms of farm products, fertilizers cost less today than in 1914.*

Fertilizers paid you *then*—they will pay you better **NOW**.

Boost crop production, grow more per acre and increase your net profits by using fertilizer

Help both the railroads and yourself by ordering Spring Fertilizers **NOW**

Send for literature to Dept. 33

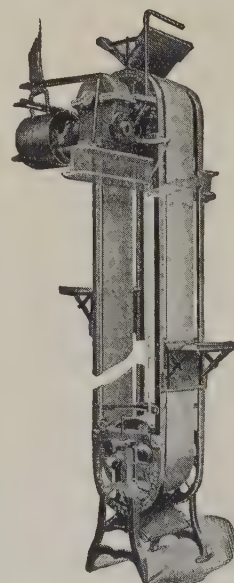
**Soil Improvement Committee**

**National Fertilizer Association**

Postal Telegraph Bldg.  
Chicago

The Munsey Bldg.  
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## THE HUMPHREY EMPLOYEE'S ELEVATOR



again was given preference as a part of the equipment of the Chicago & Northwestern Railway Elevator at Milwaukee.

This is proof of the HUMPHREY efficiency in power man-lifts. Saves time and energy of workman.

Write for prices and detailed information why the "Humphrey Endless Belt Route" means bigger profits to the owner.

## HUMPHREY ELEVATOR COMPANY

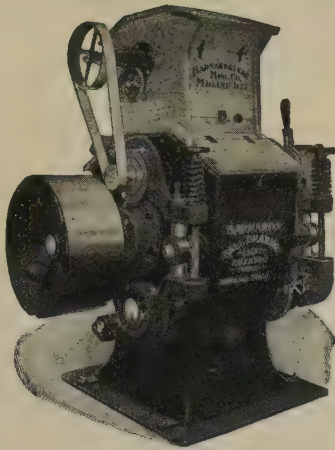
Dept. G.  
Sole Manufacturers

Faribault,

Minnesota



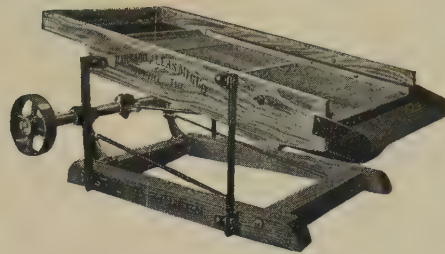
# Everything for Handling Grain



Feed Grinders

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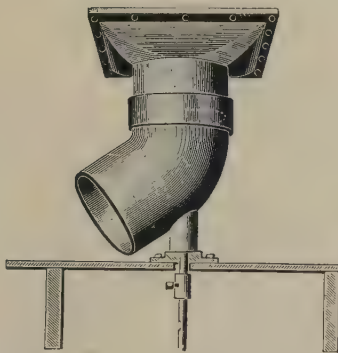


Grain Cleaners

Oat Clippers

Grain Shovels

Car Pullers



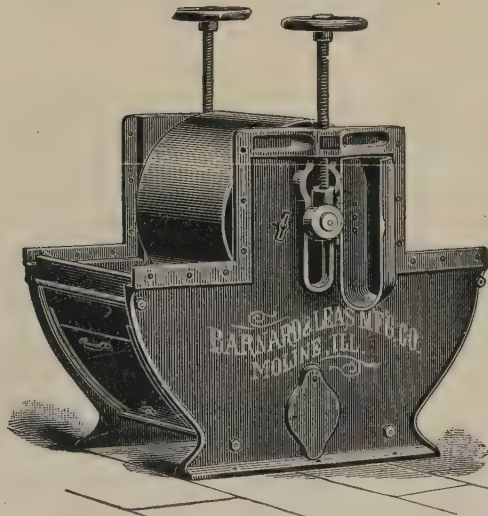
Friction Clutches

Rope Drives

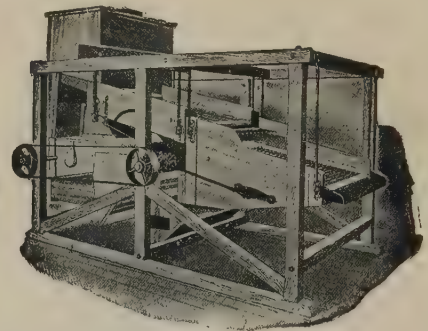
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Elevator Cups

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Heads and Boots All Kinds



Corn Cleaners

Dust Collectors

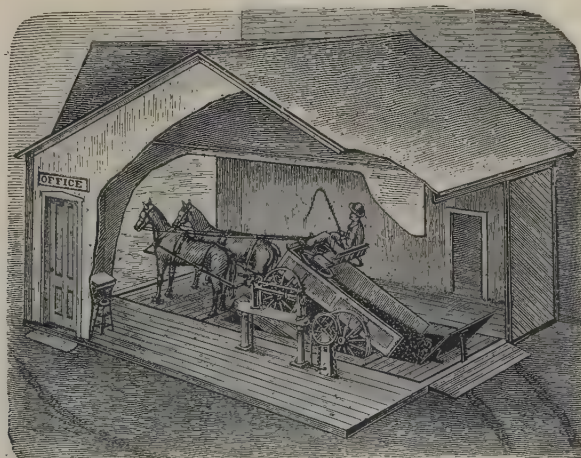
Perforated Metal

Belting

Wagon Dumps

Dump Scales

Automatic Scales



Shafting

Man Lifts

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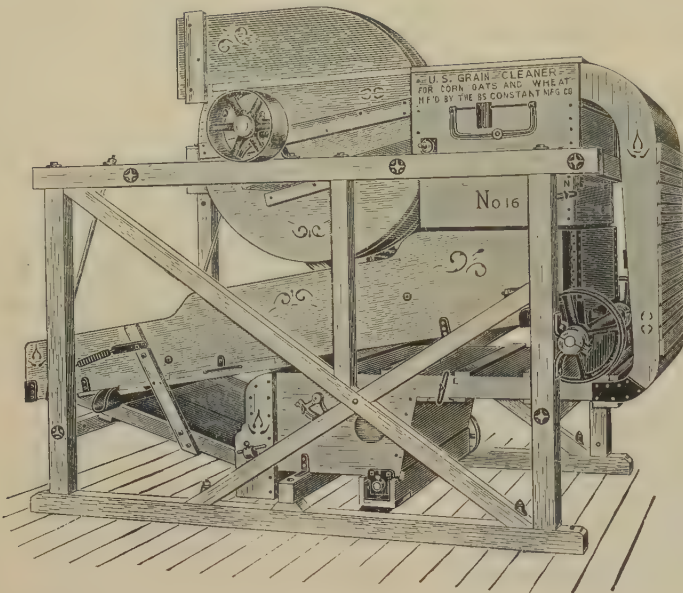
## Barnard & Leas Mfg. Co.

Incorporated

Established 1860

MOLINE, ILL.



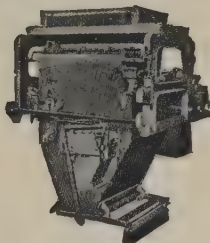


Our  
Catalog  
On  
Request

## Easily The Leader in Satisfactory Grain Cleaning

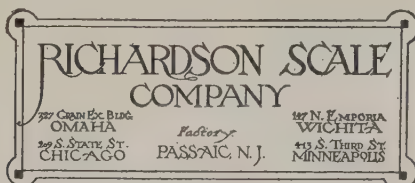
The "U. S. Grain Cleaner" has for so long been giving satisfactory service in hundreds of grain elevators throughout the country that it is no wonder that it is considered the leader. It has built up an enviable reputation. This is the kind of a cleaner you should install in your elevator. You had better give the subject some thought at this time, as the new crop is not many months away. Look your machinery over and see what you need—we can supply it.

**B. S. CONSTANT MFG. CO.**  
BLOOMINGTON, ILL.



## RICHARDSON SCALE MANAGERS

are in convention at their Factory at Passaic, New Jersey. Hear their noise when they return to their Stations. Assistant Managers are now in charge of Branch Offices. See if you cannot make a better trade with the assistants than with the bosses.



## You Are Paying Too Much

for your power, unless you are operating your elevator with a Money-Making Muncie Oil Engine.

In the Muncie you get SERVICE—QUALITY—ECONOMY—the three requisites for a money-making power plant.

Quality means service. Buy Quality and you have Service.

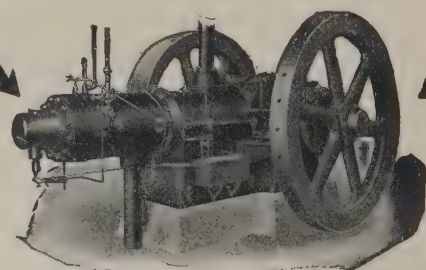
The true worth of an engine isn't what you pay for it, but what it is worth in service.

First cost gives ownership only. The final cost is the service cost.

The best purchase is the better engine—MUNCIE—which costs less to own and operate.

We want you to investigate the Money-Making Muncie, see it in operation at a nearby elevator. Write us for more detailed information.

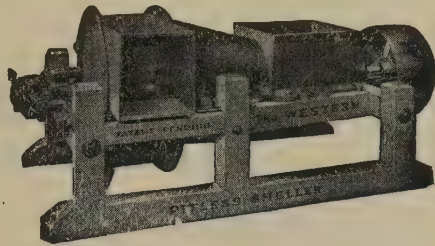
**MUNCIE OIL ENGINE CO.**  
516 JACKSON ST. MUNCIE, IND.



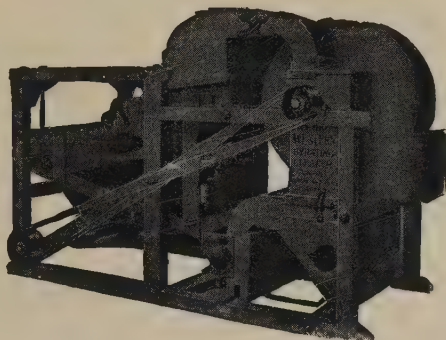




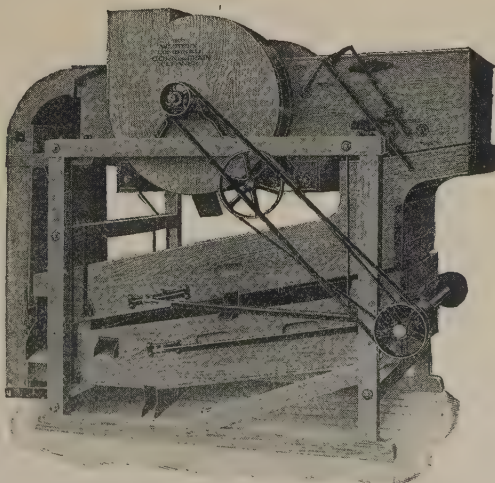
"Western" Regular Warehouse Sheller



"Western" Pitless Sheller



"Western" Gyrating Cleaner



"Western" Combined Corn and Grain Cleaner

## Make 1918 An Efficient Year

by so doing you not only increase your yearly profits, but aid materially in universal conservation. There is no business man who can help more in this great work than the country elevator operator. If you men will properly handle the grain before shipping you will get more out of it, and it will be in better shape for food when it gets to the terminal markets. Efficiency and conservation is demanded. If you will install machinery of the

## Western Line

the biggest part of your share of this work will be accomplished. It was manufactured for efficiency and will deliver it; we guarantee this. No matter what machinery you need for your elevator, whether you are building a new plant and need a complete new outfit or need the smallest repair part for an old plant, we can supply it. We have spent nearly a half century in the perfection of grain handling machinery. We have proven that our efforts were not in vain. Write for our latest catalog.

**Union Iron Works**  
Decatur, Ill.





## MILLER & HOLBROOK

Decatur, Ill.

### DESIGNING ENGINEERS

Reinforced Concrete Elevators, Large or Small

Let us prove that our service will save you money on first cost — maintenance and operation.

ESTIMATES ON REQUEST

## BOOK YOUR BINDER TWINE NOW

Without obligation, subject to your final acceptance on receipt of our delivered prices to be made about March 1st. We hope to make a price  $\frac{3}{4}$ c under the Big Interests.

*Our Twine is Bug Treated—"It's Bitter"*

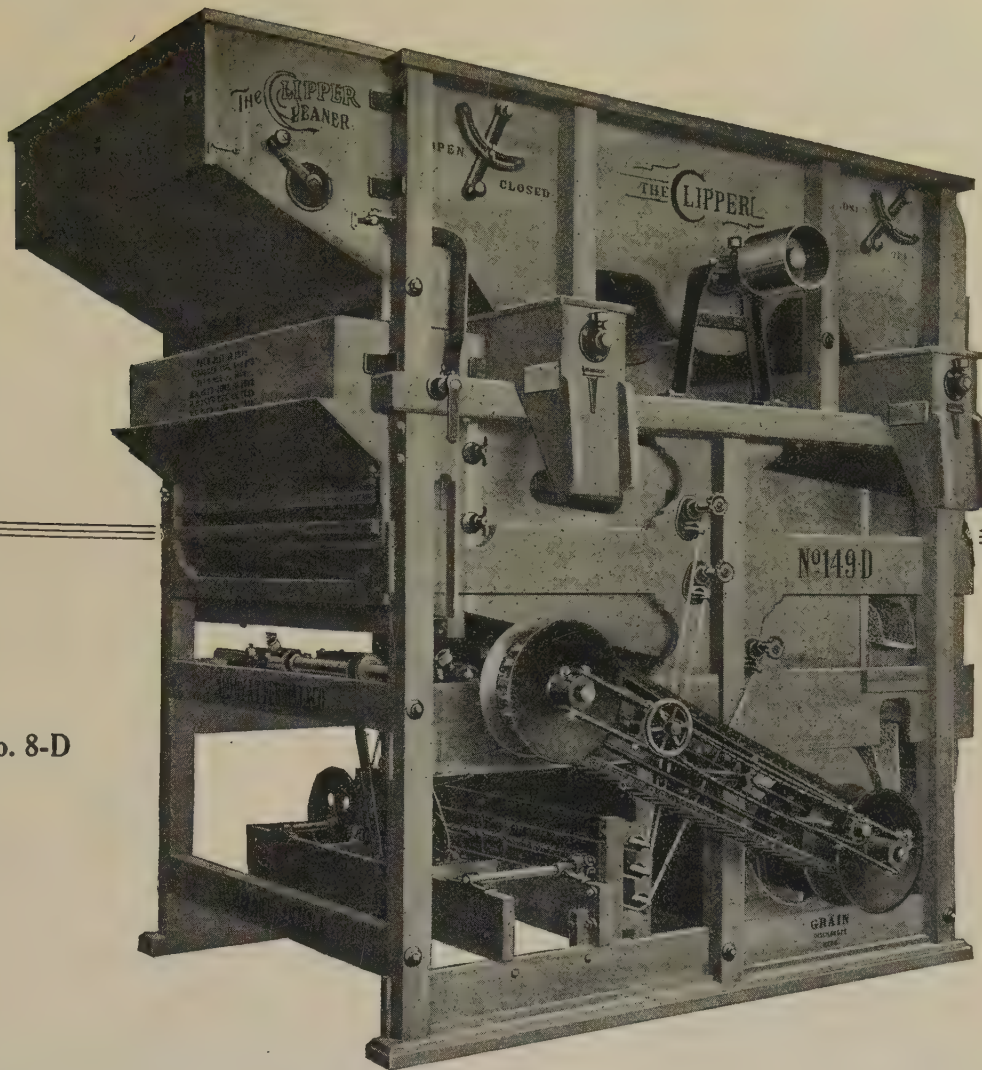
CONSUMERS CORDAGE CO. MINNEAPOLIS, MINNESOTA

### The Huntley Mfg. Co.

Silver Creek, N. Y.

extends to all the trade their best wishes for a glorious year, and hopes that notwithstanding the difficulties under which business is being done in these strenuous times they will show the same consideration and patience as they have in the past when delays are caused in shipment. We also wish to thank the trade most heartily for so loyally supporting us and hope for a continuance of all favors.





No. 8-D

No. 149-D

## The "CLIPPER" DOUBLE SUCTION GRAIN CLEANER

No other machine has as many wonderful TIME SAVING and LABOR SAVING devices as the Clipper Cleaners. Skilled labor is daily becoming more difficult to secure. Every move, every minute saved will enable you the more easily to take care of your business.

The Variable Air Regulator enables you to secure any desired degree of air blast without any annoying changes of pulleys or shifting of belts. A simple turn of the wheel does the trick.

Our Double Screen System permits the oats screen and the wheat screen to be left constantly in the shoe. The grain is shifted by means of a gate onto the screen it is desired to use.

Our Traveling Brush System keeps the screens from clogging and the machine working at its highest efficiency ALL THE TIME.

The yearly balance sheet of the user of Clipper Cleaners shows that it pays to have the best that can be procured in the line of grain or seed cleaning machinery.

*Write for catalog*

**A. T. FERRELL & CO., Saginaw, W. S. Mich.**



# GRAIN STANDARDS' ACT

U. S. Department of Agriculture equips its Grain Laboratories with  
**Torsion Balances.**



5055

Style No. 5055 Corn  
Acidity Determination and Fine Weighings.



Style No. 4000 Used in Moisture Test.

We illustrate above in our Corn and Seed Testing Pamphlet. Copies free upon request.

**WE SELL ANALYTICAL BALANCES**

## The Torsion Balance Co.

Pacific Coast Branch:  
49 California Street  
San Francisco, Cal.

Factory:  
Jersey City, N. J.

Office:  
92 Reade Street  
New York

## HALL SPECIAL

(Elevator Leg)

A machine is a synthetical arrangement of properly constructed and adjusted parts. The **HALL SPECIAL Elevator Leg** is a **transportation machine**, designed for commercial purposes. It is operated automatically on economical lines for maximum capacity at minimum expense and care. **ONE HUNDRED PER CENT** is gained by its use. **ONE HALL SPECIAL** will do **MORE WORK**; do it in **LESS TIME**; and do it **INFINITELY BETTER** with **LESS** attention than **TWO OTHER LEGS** of ordinary types. It is wiser to use a **MACHINE** for accomplishment rather than to plod with contrivances.



The **HALL SIGNALING NON-MIXING GRAIN DISTRIBUTOR** in an ordinary country elevator increases the available bin capacity, the handling capacity and the operator's efficiency fully one thousand bushels per day.

**HALL DISTRIBUTOR CO., 222 Range Bldg., Omaha, Nebr.**

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All modern elevators use the Ibberson Double Distributing Spout. Following is a partial list of users:

Farmers Elevator Co.,	Sherwood, N. D.
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" "	Karnack, N. D.
" "	Falsen, N. D.
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" "	Juanita, N. D.
" "	Binford, N. D.
" "	Tracy, Minn.
" "	Niobe, N. D.
" "	Emerado, N. D.
" "	Wyndmere, N. D.
" "	Calvin, N. D.
" "	Grafton, N. D.
" "	Hatton, N. D.
" "	Heaton, N. D.
" "	Zell, S. D.

And many more. This spout is worth your attention. For particulars, write

**JAMES J. GERBER**

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Largest line in the United States. A **TWINE** for every purpose. In balls, skeins, tubes and reels.

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**26 KARAT**  
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Advise us what your requirements are and let us send you samples and prices. We can save you money.

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**AMERICAN MILLS COMPANY**  
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gave **EIGHT YEARS' SERVICE** on these grain elevators. It is the **BEST** and most popular protective paint because it **LASTS LONGER**. Pigment and oil vehicle are of highest standard quality.

Dixon's Silica-Graphite Paint has no equal. Made in **FIRST QUALITY** only for over fifty years.

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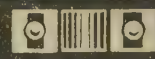
**Joseph Dixon Crucible Company**  
Jersey City, N. J.  
Established 1827

When writing advertisers  
mention the **JOURNAL**





SCIENTIFIC



## SCIENTIFIC MANAGEMENT

has converted many a losing concern into a paying establishment. And in the grinding business many millers are deriving all the benefits of scientific management without paying for the service of an efficiency engineer.

There is no secret to success. Take any conspicuously successful milling concern, trace the reason for its expansion—and what will you find?

You'll find a plant equipped with the most improved type of equipment—a plant always looking out for labor-saving and cost-cutting devices—for machines that will cut power and equipment costs and keep operating expense at the minimum.

*Bauer*  
SCIENTIFIC

## Ball Bearing ATTRITION MILLS

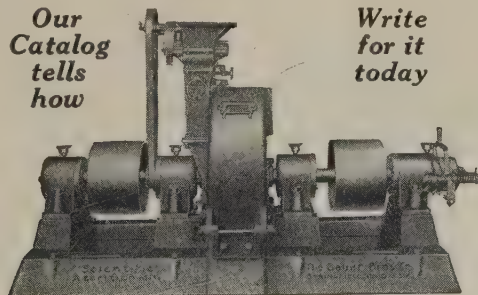
offer you a means of making a greater profit out of your business. Hundreds of the country's most astute millers have been far-sighted enough to discard machines that were giving them satisfactory service—and a comfortable profit—in order to make room for this superior equipment.

These mills have the good health habit—they never get out of order. They are built for service, by experts in grinding machinery, and backed by years of experience. They are money makers and money savers from the word go.

If you want to make 1918 your "big" year—join the ranks of the successful users of Bauer machinery.

*Our  
Catalog  
tells  
how*

*Write  
for it  
today*



15 to 100 H.P. Belt or Motor Driven

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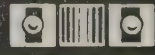
Formerly Foos Mfg. Co.

506 Bauer Bldg.

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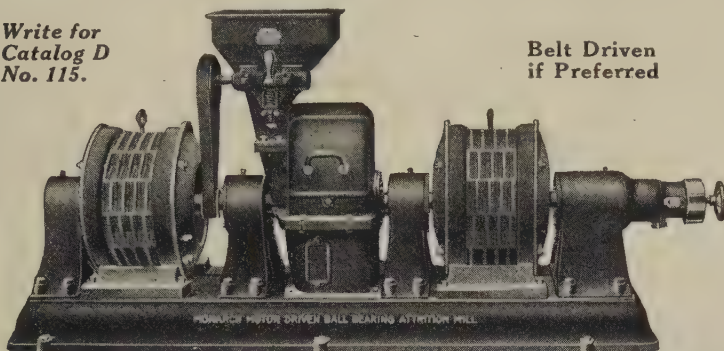
WHEN we had in mind the placing of an attrition mill on the market, we spared neither money nor time in its perfection; in making it the best mill ever offered to the grain trade. The result of this work and study is

## THE MONARCH—The Original Ball Bearing Attrition Mill

If you will send for our latest catalog you will get full details in regard to this mill. This catalog will tell you how the Monarch will save you from 25% to 50% in power and 95% in lubrication expense; why it requires no tramming, costs little to maintain and why the ground product is always uniform.

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No. 115.

Belt Driven  
if Preferred



**Sprout, Waldron & Co.**

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Main Office and Works:

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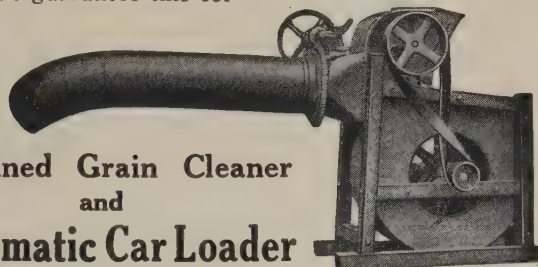
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## CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The

**Combined Grain Cleaner  
and  
Pneumatic Car Loader**



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**

PAYS  
FOR ITSELF



Loads every car to full capacity without scooping in dusty car. Improves grades. Cannot injure the tenderest grain. Simple and easy to install and operate. It will pay you to write for booklet, "Don't Swallow the Dust." Do it now.

Dept. G. MAROA MFG. CO.  
MAROA, ILL.  
Boss Car Loaders.

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**G**RAIN DRYERS—All sizes, CRUSHERS, SHELLERS and MILLS, CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS

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## Grain Receiving and Stock Book

Is a book designed especially for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up the columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net lbs., price, amount paid and remarks.

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Order Form No. 321.

PRICE, \$1.75

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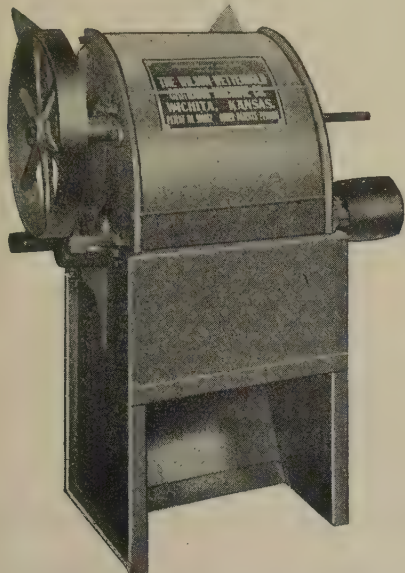
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**If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal.**



## The W-W Feed Grinder

No Burrs  
No Plates  
No Sharp Edge  
Knives



**GRINDS** Alfalfa, Corn Fodder, Ear Corn with or without shucks, Head Kaffir, Small Grain, Etc.

Not injured by small stones bolts or nails. **Catalogue FREE.**

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## BOWSHER FEED MILLS

**GROW  
HEALTHY  
STOCK**

● Crush ear corn (with or without shucks) and grind all kinds of small grain.

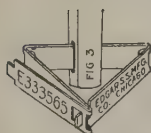
Handy to operate—lightest running. 10 sizes: 2 to 25 h. p., capacity 6 to 200 bushels. Conical shape Grinders. Different from all others.

**Write for Catalog** and folder about the value of different feeds and manures.

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by using the Edgar Security First Car Seal. It furnishes positive evidence to locate and stop pilfering for less than a one cent postage stamp per car.

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done with the **Unique Ball Bearing Attrition Mill** and that done with a small plain bearing plate mill. If you have been using the latter, you will be surprised at the extra fine grinding done with the **UNIQUE**.

It will not cost you more than two cents to get samples of feed ground on the **UNIQUE**. Spend the two cents on a post card and write

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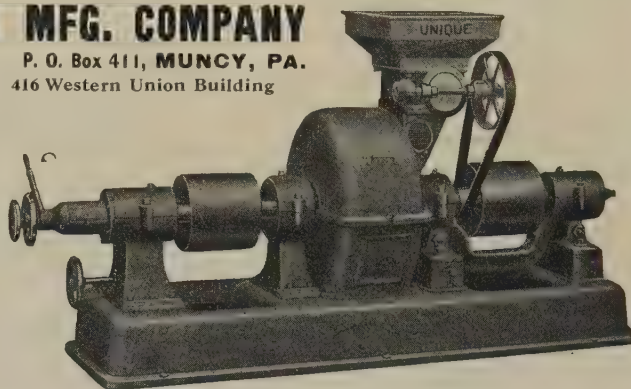
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Mill of TODAY—Motor or Belt Drive

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There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

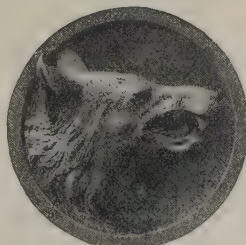
If you are backed up by a good feed mill your persuasive powers will not be lacking.

You know what feed mill to install? Write and ask us.

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## Flour, Corn, Cereal and Feed Mills



ESTABLISHED  
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We manufacture a complete line of modern milling machinery.

We maintain a force of Experienced Mill Engineers who will plan your system for milling wheat or corn. No obligation whatever.

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**"YOUNGLOVE does all the  
Contract calls for and MORE."**

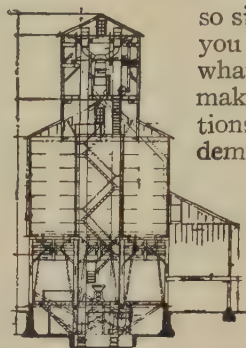
Concrete and Tile  
Quick Service

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REPAIR SPECIALISTS

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so simple and self-explanatory that you can readily see at a glance just what you are getting, and you can make those changes which conditions in your own grain business demand on paper. And after seeing what you want you get, if you give the contract to

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**Your Individual Needs**  
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Write for Details of Our System

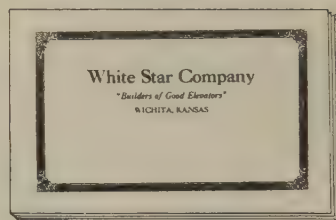
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Contracts and Builds  
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We can furnish and install equipment in old  
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with less power, and positive Non-Chokable  
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Mills and Warehouses  
Especially Designed for Economy of  
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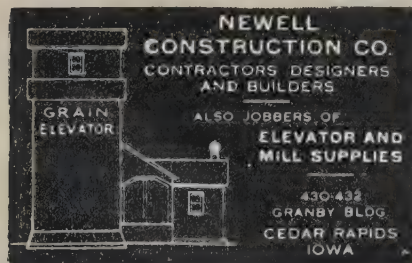
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We make plans and build up-to-date  
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Now in course of construction at Canton, Baltimore, Md.,  
for the Pennsylvania R. R.

**JAMES STEWART & CO., Inc.**

Capacity  
5,000,000 Bushels

Designers and Builders  
GRAIN ELEVATORS  
IN ALL PARTS OF THE WORLD  
GRAIN ELEVATOR DEPT.  
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CHICAGO  
W. R. SINKS, Manager



# Canadian Government Grain Elevator

Port Arthur, Ontario

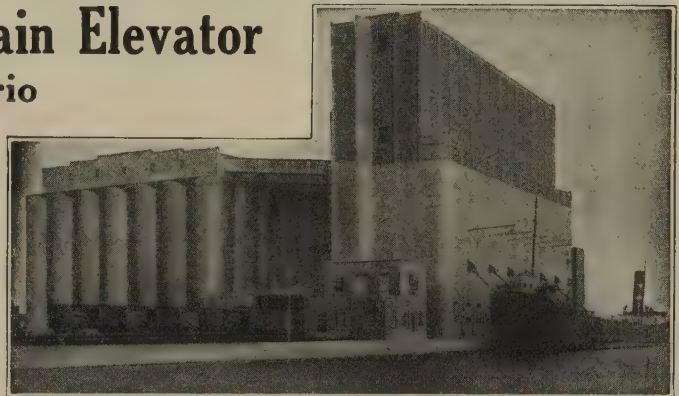
Capacity 3,500,000 Bushels

The Last Word in GRAIN ELEVATORS

Designed and Built by

**Barnett-McQueen Co., Limited**

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Pennsylvania Railroad Co.'s Terminal  
Elevator at Erie, Pa. 1,250,000 storage  
capacity, with marine leg, 25,000 bu. re-  
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Any Size or Capacity

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**Burrell Built Elevators**

are Better—  
the kind you need

**Burrell Eng. & Cons. Co.**

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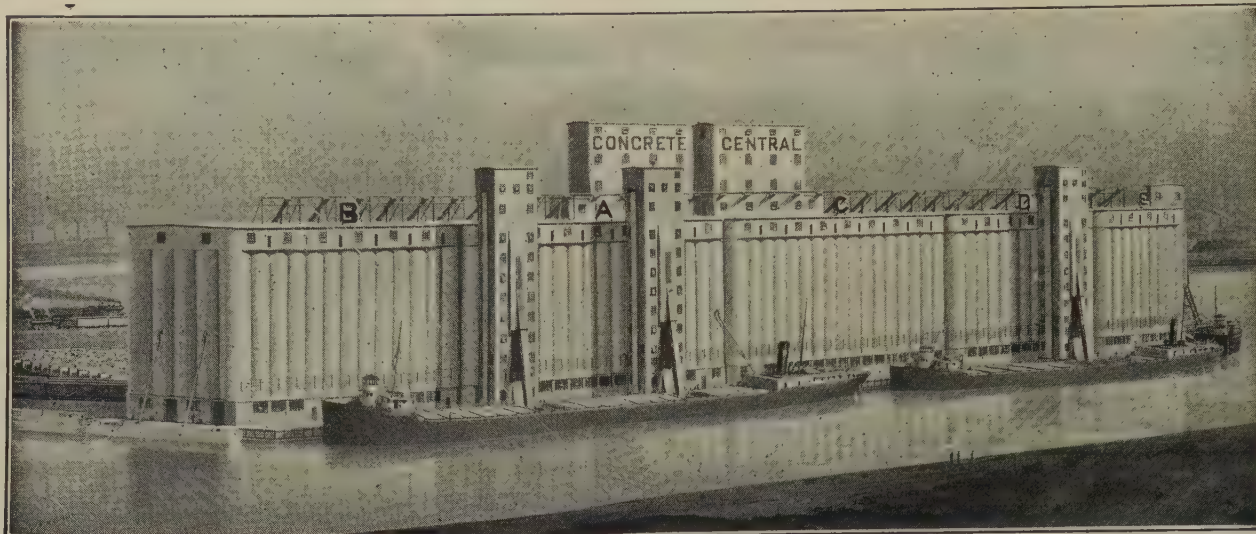
203 Grain Exchange, Omaha, Neb.

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CONCRETE-CENTRAL ELEVATOR—BUFFALO

	ORIGINAL CONTRACT	ADDITIONS
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Shredded Wheat	1911	1913 & 1914
Connecting Terminal	1914	1916
A. J. Wheeler	Monarch Elevator	Wheeler Elevator
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The Record of Satisfactory Work		Its Reward

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**T**HIS reinforced flour mill for the Quaker Oats Company, located at Cedar Rapids, Iowa, was constructed by us in 1917. The building was completely cast in the short time of two months.

We constructed the Quaker Oats Company's first reinforced concrete flour mill in Akron, Ohio, in 1909.

### LEONARD CONSTRUCTION CO.

WHITEHALL BUILDING  
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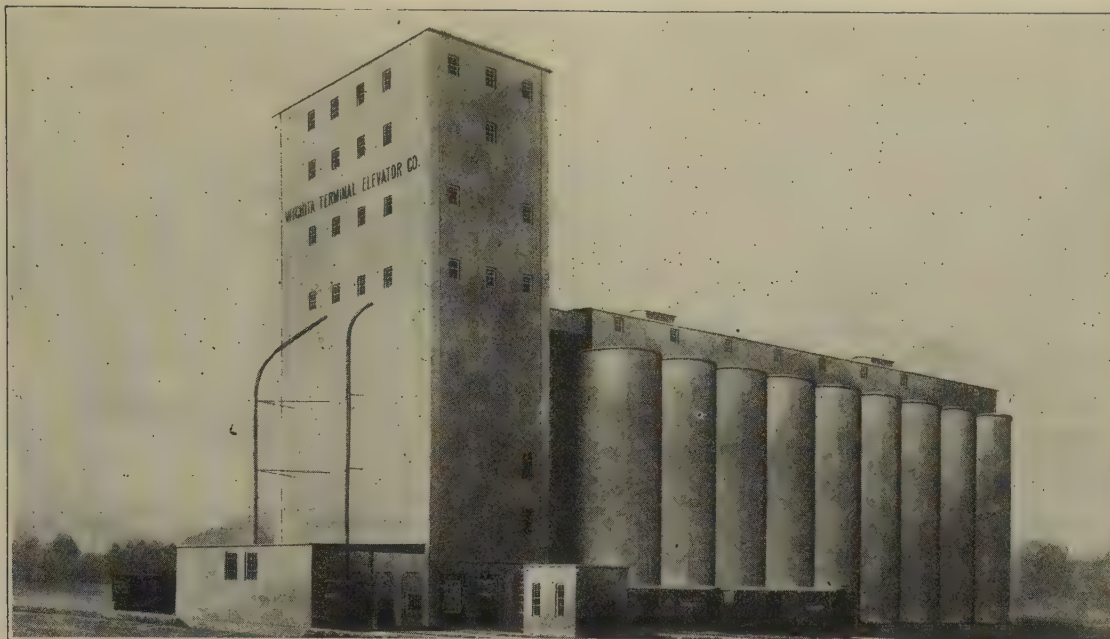
**W**E were the original manufacturers of rubber belt for elevating and conveying grain—work that is particularly trying on belting, requiring great strength and freedom from stretch. Some of the largest elevators in the country are equipped with our Elevator Belting. Manufactured of heavy cotton duck, with an especially strong rubber friction uniting the plies, and an extra thick cover on pulley side. Warranted to run perfectly smooth and true on the pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimate for elevator equipments cheerfully furnished

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Now under construction. Total Capacity of Plant: 1,000,000 Bushels.

**Designing and Consulting Engineers for Entire Work**

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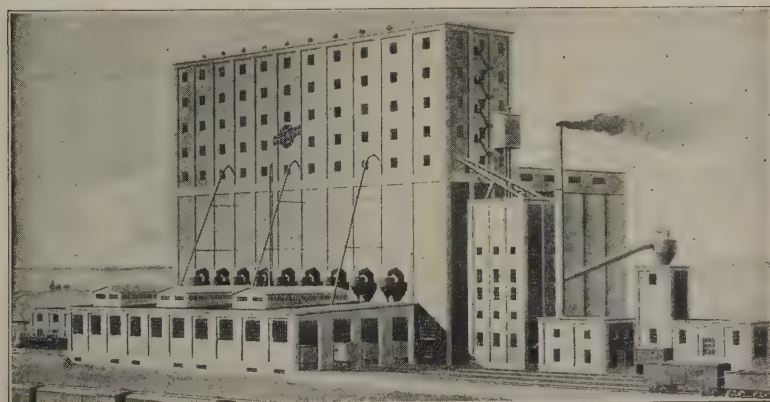
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is the latest acknowledgment of our capabilities as Grain Elevator Engineers and Constructors.

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Builders of Modern, Fireproof  
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**FEGLES-BELLOWS ENGINEERING CO.**

LIMITED

**ENGINEERS—CONTRACTORS**

GRAIN EXCHANGE,  
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UNION BANK BLDG.  
WINNIPEG, MAN.

**THIS IS WHAT WE DID IN 1917**

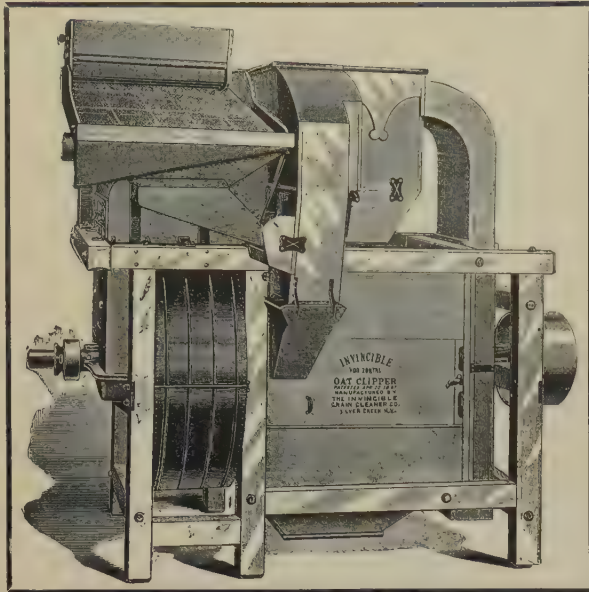
- 500,000 Bu. Fireproof Elevator, C. G. Ry., St. John, N. B.
- 175,000 Bu. Fireproof Elevator, Western Terminal, Ft. William
- 500,000 Bu. Fireproof Elevator, N. M. Patterson Co., Ft. William
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Canadian Government Railways Elevator, Transcona, Man.

**WE HAVE AN ENVIABLE RECORD FOR SERVICE**





## Rubbing It In

That's what an unventilated  
Clipper does

The Invincible Clipping Cylinder is  
the center of a whirlpool of air

RESULT—Clean oats,  
well clipped

**Invincible Grain Cleaner Co.**  
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It's a **WOODSTOCK**



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BALL-BEARING · STANDARD · SINGLE-SHIFT

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Celebrated for having more "best" features in one machine than any other Typewriter made. *Strictly Standard*, which means 42 key, single shift, and not 28 key, double shift—don't count the dollars; but count the keys—the latest is none too late for the UP-TO-DATE—invest wisely—Select carefully and don't make the mistake of wasting money by trying to save it on an inferior make—The *Woodstock* meets every demand, suits every purse; the greatest service for the least money—almost invariably preferred by the best operators.—Is it worth your while to Get the Best and Save the Most? Try a *Woodstock* and you will use no other—*to Use is to Choose*.

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**For Accurate Moisture Tests**  
use our Grain Dealers Air Tight  
Cans for forwarding your grain  
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## Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of  
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parties. Has automatic valve and  
fine sponge.

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## The Automatic Dump Controller

**USED EVERYWHERE**

**WHY!**

Efficiency is one of the greatest necessities today. There will be a vast amount of grain handled during the coming Seasons especially, on account of the War Situation. Therefore speed and accuracy are very much in need. You cannot wait to repair your dump between loads, you must have the equipment that will handle your dump without jarring and bumping, and without frightening the horses.

A Soldier of the Dump, am I.  
A Soldier brave and true,  
I passed them ol' exam's, just why  
Is what I'm telling you.  
You see I'm good as good can be,  
I b'lieve in great simplicity—  
When the wagons drive upon the  
dump,  
I don't allow that jerk and bump.  
I just say, Boys, "Be kerful Sil"  
And gently let the ol' cat die,"  
And down she sinks with ease so  
sweet  
That if it were a dream complete.  
You could not ask for more.

Circulars upon request.

**L. J. McMILLIN**  
523 Board of Trade Bldg.,  
INDIANAPOLIS, INDIANA

**Want a Job?**—Advertise in the Situation Wanted  
columns of the Grain Dealers Journal



## Are You Wasting Money?

Operating machines and shafts  
that could stand idle at least  
a part of the time. Equip  
your plant with Tester  
Clutches and start saving  
money. Get our Free Booklet,  
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**RAILS** Locomotives, Cars  
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We've got too much  
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**Bulletin 230**

68 pages - - - - - Get It now!  
**ZELNICKER IN ST. LOUIS**

Prevent  
**CLAIM LOSSES**  
with  
**TYDEN  
CAR SEALS**

Bearing shipper's name  
and consecutive num-  
bers.

6000 SHIPPERS  
Are now using them.  
Write for samples  
and prices.

**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg. CHICAGO, ILL



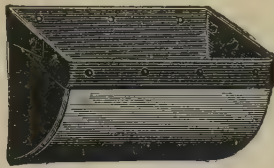


# Just a Few Suggestions for Your Elevator

We carry a large stock for prompt shipment. Send us your orders and inquiries.



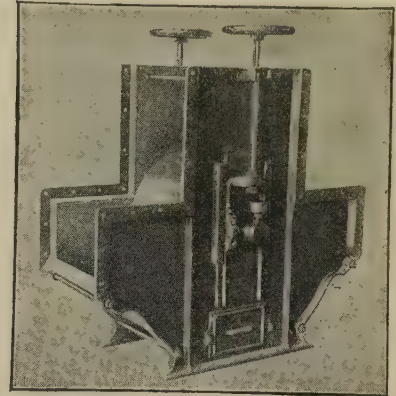
Transmission Rope.



Empire Buckets.



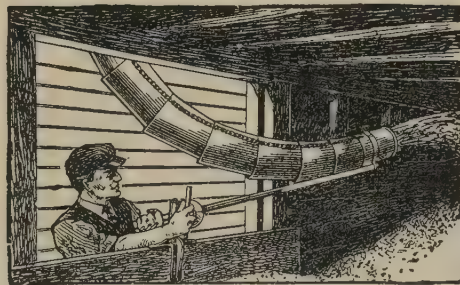
Salem Buckets.



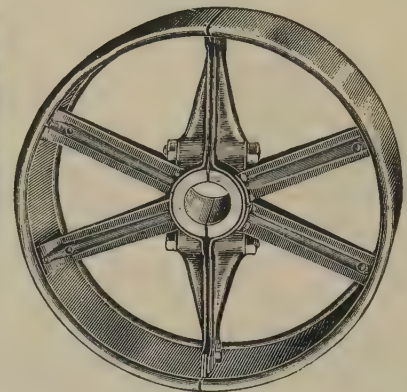
Cast Iron Boots.



Flexible Loading Spouts.



Car Loading Spout Holders.



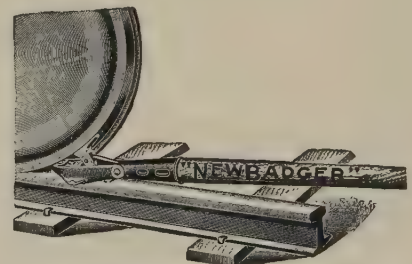
All Kinds of Pulleys.



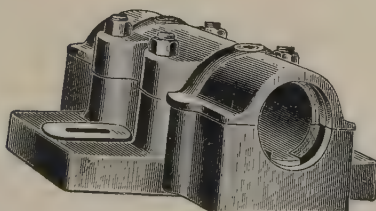
Cup Belting.



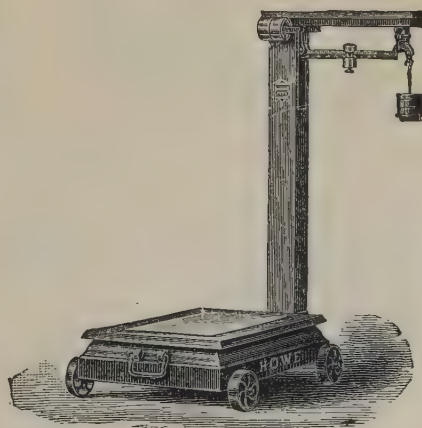
Sprocket Chain.



Car Movers.



All Kinds of Bearings.



Howe Scales.

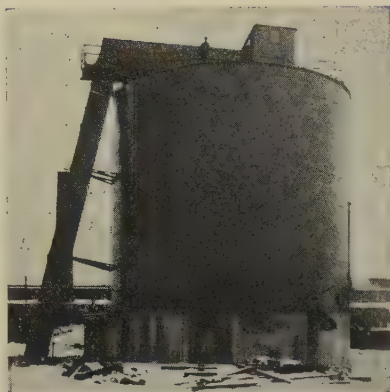


Sprockets.

## American Supply & Machinery Company

1102-1104 Farnam Street, Omaha, Neb.





1500 Ton All Steel  
Coal Storage Tank

## G-W COAL ELEVATORS and CONVEYORS

repay their costs many times over in the saving of time, labor and demurrage.

If your conditions are different the hundred or more illustrations in our Catalog may suggest a solution of your problem.

We design and manufacture Coal Elevators, Conveyors, Belt and Apron Conveyors, Pockets, Screens and Chutes, Wagon Loaders, Bagging Hoppers. Write for Catalog No. 16G.

**GIFFORD-WOOD CO.**  
Chicago Office: 565 W. Washington St.  
Works: Hudson, N. Y.

**Eliminates  
Spotting  
Charges**



## Thirty Days FREE Trial

We will send the NEW BADGER Car Mover to your address and you can try it out for thirty days. If it is satisfactory we are to receive \$5.00 for Car Mover, f. o. b. Appleton, but if not satisfactory it can be returned and we pay freight both ways.

## NEW BADGER

car movers are used by grain dealers all over the country and what is more they are giving good satisfaction. With it you can do away with spotting charges now being made by the railroads. You will be shipping considerable grain soon and the cars will be dropped far down on your siding. Drop us a post card today and we'll send the New Badger to you immediately.

**Advance Car Mover Co.** Appleton Wisconsin



## ALBERT MILLER & COMPANY

Handlers of everything in

## HAY and STRAW

"CONSIGNMENTS AND ORDERS SOLICITED"

Timothy Prairie  
Clover Packing  
Alfalfa Straw

192 N. Clark St.  
CHICAGO, ILL.

## THE FORESTER Automatic Drain Circulating PUMP

will take care of the water in your Engine. No bursting of cylinders or accumulating of lime in the water jacket.

A post card will bring circulars

**G. G. FORESTER MFG. CO.**  
MOLINE, ILL.

Give a Journal "Wanted—For Sale" ad something to do for you—it needn't be something easy.



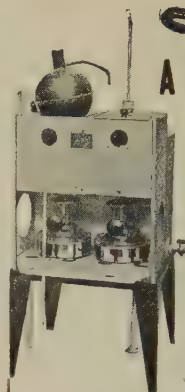
## Safety First

Put a "Knickerbocker Cyclone"

Dust Collector

On that Grain Cleaner Fan.

**The Knickerbocker Co.** - Jackson, Michigan



## A Chain of Orders for the accurate FLINT-BROWN-DUVEL MOISTURE TESTER

No. 1—Ship to us at Viking, Sask., Flint-Brown-Duvel Tester as advertised. Security Elevator Co.

No. 2—Ship express one Moisture Tester same as shipped Security Elevator Co. Atlas Elevator Co.

No. 3—Ship to Winnipeg Moisture Tester same as recently shipped to the Atlas Elevator Co. The Canadian Elevator Co.

No. 4—Forward complete Moisture Testing Outfit same as you forwarded the Atlas Elevator Co. Standard Elevator Co.

No. 5—Ship as soon as possible Moisture Tester to Wakaw, Sask. We wish the same Tester as the one sent to Viking, Sask. Security Elevator Co.

And They Haven't Stopped Yet

Write for Booklet

**DE ROO & SON**  
Flint, Mich.



## KENNEDY CAR LINERS

Prevent Leakages  
Avoid Claims  
Saves Money

Used by Thousands of  
Progressive Shippers

MADE BY

**THE KENNEDY CAR  
LINER & BAG CO.**

SHELBYVILLE, INDIANA



# Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE

**ILLINOIS** Grain Elevator. 60,000 bu. capacity; on the I. C. Ry. For particulars, address Law, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE OR TRADE** for a farm—20,000 bu. Elevator and Electric light plant, local coal, feed and flour business. Good reason for selling. Address Box 33, Silver Lake, Kas.

**MONTANA** Elevator for sale—in the best grain point in the state, \$1500 cash, balance on easy terms until May 1st, 1920. Address Opportunity, Box 9, Grain Dealers Journal, Chicago.

**ILLINOIS** Elevator for sale—20,000 bu. capacity, additional oats storage for 30,000 bu., connected with drag. Selling on account death of owner. Address Andrew Dennis, Ellsworth, Ill.

**OHIO** Elevator and coal yard in Northwestern Ohio. Price \$16,000. Will pay 40% dividends; no trades. If you mean business, address Fair, Box 8, Grain Dealers Journal, Chicago.

**FOR SALE**—Elevator located in central Iowa, doing a good Grain, Flour and Feed business. Best of competition. Good reason for selling. Address Lock Box 403, Marshalltown, Iowa.

**MINNESOTA ELEVATOR** for sale—25,000-bu. Capacity. On the M. St. L. R. R. An A. 1 proposition; selling on account of draft. For particulars, address Minn., Box 9, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—15,000 bus., iron-clad Elevator, nearly new. Equipped with sheller, grinders and cleaners. Large corn crop, and exceedingly large acreage of wheat sowed. Also an electric light plant. Good reason for selling. Apply F. A. Oline, Amoret, Mo.

**ELEVATOR**—15 M. bu. capacity, equipped with corn sheller and meal roll, as well as for small grain. Good feed and flour trade, and a big crop to move now. In good repair, with a 25 H. P. oil engine which is new. Only elevator in town. Reason for selling, owner is in the draft. Be quick if you want it. Harriman Elevator Co., Green Ridge, Mo.

**MANY STEAM BOILERS** in good condition have been taken out of grain elevators during the last year, all of which could have been used advantageously for storing oil, molasses or for pressure tanks. When the landscape surrounding your elevator is cluttered with discarded machines, tell your brother grain dealers about it. They may have something to exchange which you would like to have.

## ELEVATORS FOR SALE.

**FOR SALE**—\$5,000 buys my elevator in Northeastern Illinois. Good grain point. C. J. Meyer, New Lenox, Ill.

**FOR SALE**—30,000 bushel capacity elevator complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wis.

**MODERN** 40,000 bushel elevator, handles 150,000 bushels' grain annually, sells 1200 tons coal, also feed and seed trade. Best location in town; well equipped and up to date; electric power. A bargain at \$8,000.00. In best part of Southwest Minnesota. Address Fund, Box 6, Grain Dealers Journal, Chicago.

## FOR SALE.

Central Ill. location. Grain, coal, lumber, building material and implement business. Elevator building cribbed; oat storage, concrete tanks. Capacity 65,000 bus. Gas-kerosene power; modern equipment, yearly shipments 250,000 bus. Address Center, Box 7, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS WANTED.

**WANT** to buy or lease—several elevators in good Kansas or Oklahoma wheat territory. Address Star, Box 1, Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS.

**JOHN A. RICE**, exclusive elevator broker, Frankfort, Indiana.

**ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT.** NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

**JAMES M. MAGUIRE** — elevator broker, 6454 Minerva Ave., Chicago.

Have for sale a fine selection of elevators in Illinois, worth the money. Can use a few more if priced right. Always glad to hear from prospective buyers.

## MILL WANTED.

**WE** can sell your mill, elevator or other property of any kind, anywhere. For quick sale, address Northwestern Business Agency, Minneapolis, Minn.

## MILLS FOR SALE

**A BARGAIN**—30-bbl. Capacity flour mill, with corn mill, saw mill and small farm. Write G. C. Stone, Hurt, Va.

## BUSINESS OPPORTUNITIES.

**WANTED**—To interest Capital in Wholesale Grain and Corn milling business. Have \$6,000 invested; need more Capital to increase the business. Located in coal mining district, near the oil fields. Splendid location for a jobbing business. Address Coalgate Grain & Elevator Co., Coalgate, Okla.

## SCREENINGS WANTED

**WANT TO BUY** Grain and Seed Screenings of all qualities; send samples for bids. The Moses Rothschild Co., Chicago, Ill.

Clover and Alfalfa Seed Screenings wanted. Also Low Grade Clover Seed. Send us samples which will have our prompt attention. King Seed Co., North Vernon, Ind.

## CUNNINGHAM COMMISSION COMPANY, LITTLE ROCK, ARK.

**ALWAYS** in the market for flour, bran, shorts, mill feeds, screenings and various offals suitable for mixing feeds. Also corn and oats.

**LET US HEAR** from you, if you have any of these to offer.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

**ARE YOU** looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experiences, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal, Chicago, Ill.

## ADDRESS WANTED.

**WANT ADDRESS** of R. M. Hall, formerly in the Grain Commission Business at Peoria, Ill., under the style of Hall & McClure Commission Co. For a short period he travelled for us when he claimed to reside at 414 Knoxville Ave., Peoria. Urmoston Grain Co., Indianapolis, Ind.

## DYNAMOS—MOTORS.

**WANTED**—3 or 5 h. p., 1200 r. p. m. A. C. motors. State make, condition and price. E. J. Dorman, Wakeeney, Kas.

**MOTORS OF ALL KINDS** and sizes, for sale. Write Osborn, 1505 Commerce Bldg., Kansas City, Mo.

**FOR SALE**—35 H. P. 3 ph 220 V., 60 cy., 680 R. P. M. Ideal slipping motor, with base and compensator, \$500. Burge Mach. Wks., 218 N. Jefferson, Chicago.

**DYNAMOS AND MOTOR BUYERS** are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamo-Motors" columns of the Grain Dealers Journal, Chicago.



**HELP WANTED.**

**WANTED**—Competent man to take charge of our grain department. The Cockley Milling Co., Lexington, Ohio.

**WANTED**—A good grain broker located in central grain belt Kansas or Nebraska. Address Fort, Box 1, Grain Dealers Journal, Chicago.

**WANTED**—Solicitor for grain consignments to travel thru Iowa, Minnesota, and South Dakota for a Milwaukee firm. Address Mill, Box 1, Grain Dealers Journal, Chicago.

**WANTED**—Married man to manage an elevator, coal and lumber business with small grocery store, at a small station. Commence after January 1st. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**YOUNG MAN** of ability, experienced in the Western grain business, wanted as Chicago representative of a grain export house. Party with Board of Trade experience and initiative for up-building of business, preferred. Address applications, Produce, Box 1, Grain Dealers Journal, Chicago.

**FEMALE HELP WANTED.**

**TYPIST** of experience in Grain Trade wanted. Must have good education, and operate machine rapidly. Address News Editor, Grain Dealers Journal.

**ASST. BOOK-KEEPER** wanted. Give full particulars regarding experience, ability and salary. Address Cashier, Box 1, Grain Dealers Journal.

**SECOND-HAND BAGS AND BURLAP.**

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheet-ting, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

**MOISTURE TESTERS.**

**FOR SALE** at a bargain—two compartment moisture tester with scales and all necessary equipment. Apply Franke Grain Co., Chamber of Commerce, Milwaukee, Wis.

**SCALES WANTED.**

**WANTED**—Automatic Scale, 5 or 6 bu. Hopper. Piel & Baker, Vincennes, Ind.

**SCALES FOR SALE.**

**FOR SALE**—200 bushel Fairbanks Hopper Scale, excellent condition, \$45.00. Richardson Scale Co., Wichita, Kas.

**SCALES FOR SALE**—Wagon, platform, balance and counter scales. Expert repairing. Kansas City Scale Exchange, 7th & Delaware, Kansas City, Mo.

**FOR SALE**—30,000 lb. Fairbanks Hopper Scale. In first class condition. Timbers sound and good. If interested, address Farmers Elevator Co., Bennet, Nebr.

**SCALES REPAIRED AND SOLD**

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

**COLUMBIA SCALE CO.**

1009 West Ohio Street Chicago, Ill.

**SITUATIONS WANTED.**

**WANTED**—Position as Mngr. of Elevator. 20 years experience. Address Wool, Box 11, Grain Dealers Journal, Chicago.

**WANTED**—Position as manager of Farmers or Line Elvtr. 6 yrs. experience. Good references. Address Milo Cook, Kennebuc, S. Dak.

**WANTED**—Position as manager of country elevator. 6 years experience as manager in one house for one firm. Age, 50 years. T. A. Tansey, Swan, Mo.

**SITUATION** wanted—as engineer in elevator. 3 yrs. experience. Have Ohio engineer's license, and can handle either steam or gas engine. Ohio or Indiana preferred. Address Jacob Kreischer, Convoy, Ohio.

**WANTED**—Position by married man, 30 yrs. of age. 18 years experience in Grain Business. Capable of taking full charge of plant. If you want a man to loaf around, don't answer. Address Full, Box 12, Grain Dealers Journal, Chicago.

**WANTED** by JAN. 1st: Man with 20 yrs. experience in Grain business, who has also handled stock & other side lines, wants to make a change. Will consider either Farmers' or Private Co., or will travel. Address, Sub., Box 8, Grain Dealers Journal, Chicago.

**WANTED**—Position as manager with farmers elevator, or some good private concern. Thoroughly experienced in grain and feed business. Prefer Western Nebr., Eastern Colo., or Wyo. Would invest in right proposition. Address Long, Box 1, Grain Dealers Journal, Chicago.

**STEAM ENGINES—BOILERS.**

**FOR SALE**—One 75 H.P. closed heater; one 75 H.P. open heater; also 15 H.P. Direct Current Motor. Newsome Boiler Works, Leavenworth, Kas.

**FOR SALE** Boilers 35-45 & 90 H.P. Engines 20-50-60 & 150 H.P. Gas Engines 6-10-15 & 25 H.P. Heaters, Pumps, Stacks. Casey Boiler Wks., Springfield, O.

**FOR SALE**—250 H. P. Erie City vertical water tube boiler and 200 H. P. Buckeye engine; both in first class condition; they have been used only a few years and have never been overloaded; must be seen to be appreciated. Cutsinger & Thompson, Shelbyville, Ind.

**STORAGE TANK FOR SALE.**

**FOR SALE**—10,000 bus. Steel storage grain tank. For further particulars, address Walker & Crane, Sandborn, Ind.

**WRITE FOR LIST OF**

**\$50,000 stock of new and used Pulleys, Shafting, Hangers and every description of Power Transmission Machinery.**

**LEATHER, RUBBER and CANVAS**

**BELTING**

**TEUSCHER & SON  
MACHINERY SUPPLY CO.**

527 N. 2nd St.

St. Louis, Mo.

# A Toll Saver

Here is a letter from a firm you all know, based on its experience over a period of five years with the Universal Grain Code.

**POPE & ECKHARDT CO.**

Grain

Commission Merchants

West. Un. Bldg.

Chicago, June 2, 1915.

Grain Dealers Journal,

Chicago, Ill.

Gentlemen:—

Since its publication we have made use of the Universal Grain Code continually in communicating with our customers, and we cheerfully subscribe to the fact that it is, in our opinion, a high class medium for the use of the Grain Trade and other lines incident to it. We find it not only useful, but that it is also a very efficient medium in saving telegraphic tolls. Most of our customers agree with us in the opinion we express herein covering the utility and usefulness of the book. Naturally, it requires a little study to become familiar with and to be able to make use of it to best advantage, but we cheerfully recommend it as a reliable and useful code for the purpose for which it is intended.

Yours truly,

**POPE & ECKHARDT CO.**

WNE:S

This is only one letter. Dealers everywhere who have used it pronounce the "Universal" to be far superior to any code ever published for the Grain and Milling Industries.

Its 146 pages of policy bond paper contain 13,745 expressions for modern, present day, trade terms, every one of which means a saving in tolls to you.

Follow the example of Pope & Eckhardt Co. Stop the leaks in YOUR profit account by sending us your order today. Price \$3.00.

**Grain Dealers Journal**

315 So. La Salle St.

Chicago, Ill.



## MACHINES FOR SALE.

MILL for sale—grinding mill, cob and all. 50 bu. per hr. Little used, \$40. Address Chas. Brown, Maineville, O.

FOR SALE—10 oil engines, 20 grain cleaners, 50 grinders, 100 roller mills, pulleys, hangers. Half price, like new. A. D. Hughes Co., Wayland, Mich.

FOR SALE—One No. 8 Boss Car Loader, guaranteed good as new. One Webster swivel Bin Bottom, 12-inch. Two 8-inch wrought steel Turn Heads, with new slides. Address A. H. Richner, 211 Whillock Ave., Crawfordsville, Ind.

FOR SALE—Sutton, Steele & Sutton No 112 Seed separating and grading machine. Practically new. A bargain for cash or might trade for Alfalfa or other Field Seeds. It will pay you to investigate this. Pittman & Harrison Co., Sherman, Tex.

## NEW AND PRACTICALLY NEW.

Belting.  
Transmission Equipment.  
Gas & Gasoline Engines.  
Electric Motors, etc.

Send us your inquiries.

Wayne Machinery Co.,

Fort Wayne, Indiana.

## REAL MACHINERY BARGAINS. NEW, SECOND-HAND OR REBUILT.

For Grain Elevators, corn or cereal mills, poultry or stock feed plants. Send us list of your wants today. Our prices and equipment are without PEER.

We are headquarters for complete flow-sheets, plans, etc., on modern scientifically arranged Milling Plants, any purpose including Molasses Stock Feeds. We will look after your troubles and supply you profitable operating outfits, because we assign experts to the work for real results and service.

George J. Noth, Mgr.,  
9 S. Clinton St., Chicago, Ill.

## FOR SALE—MACHINERY AT BARGAIN PRICES.

- |   |          |
|---|----------|
| 1—No. 174 "Barnard & Leas" double side shake milling separator with sieve cleaners, capacity 80 bu. per hr., brand new..... | \$225.00 |
| 1—No. 177 "Barnard & Leas" double side shake milling separator, capacity 250 bu. per hr., brand new .....                   | 350.00   |
| 1—No. 204 "Eureka" counterbalanced milling separator, capacity 450 bu. per hr., rebuilt.....                                | 300.00   |
| 1—No. 198 "Eureka" milling separator capacity 60 bu. per hr., rebuilt .....   | 120.00   |
| 1—No. 197 "Eureka" milling separator capacity 45 bu. per hr., rebuilt .....   | 105.00   |
| 1—No. 4 "Invincible" milling separator capacity 80 bu. per hr., rebuilt .....   | 120.00   |
| 1—40 bu. "Buffalo" Hopper Scale, rebuilt .....  | 50.00    |
| 1—100 bu. "Fairbanks" Hopper Scale, rebuilt .....   | 75.00    |
| 1—200 bu. "Fairbanks" Hopper Scale, rebuilt .....   | 85.00    |

Beltings, pulleys, hangers, shafting, buckets, bolts, separators, boots, etc. Everything for flour mills, feed mills and grain elevators. We ship to responsible parties on 30 days' time. Write today for our complete bargain list.

Est. 1872 B. F. GUMP CO. Inc. 1901  
431-437 S. Clinton St. Chicago.

## HAY WANTED.

WANTED—Hay and straw, all kinds Buckwheat grain. The Hamilton Co., Cleveland, Ohio.

WANTED—Alfalfa, Prairie, Timothy Hay, Snap Corn, Oats and Mill Feeds. Will buy in large or small quantities from any place.—A. S. Lewis Gr. Co., Dallas, Texas.

## GRAIN FOR SALE.

FOR SALE—3,000 bu. "Iowa 103," oats. Write J. H. Burgy, So. Amana, Iowa.

## GRAIN WANTED.

WANTED—Snap Corn, Oats and Hay. Write or wire W. H. Finley, Ferris, Texas.

WE ARE IN THE MARKET for ear corn, also oats. Quote us at once. The Horn Bros. Co., Monroeville, O.

WANTED—Ear Corn, sacked oats, maize heads and hay. Mention best price delivered, group three. O. W. Sanders, Coolidge, Texas.

WANTED—To buy several car-loads No. 4 or better—ear or shelled corn. Wire or write price. J. A. Carden, C. G. W. Elevator, Hampton, Iowa.

WANTED—Snapped and shelled corn, Red, White and mixed oats, oat straw, shredded fodder, Timothy, Prairie, Alfalfa and all kinds of Hay. Reinhart & Company, Wholesale Grain, Hay & Field Seeds, McKinney, Texas.

WANTED—large quantities Ear Corn and Baled Corn Shucks; also Alfalfa, Timothy, Oat Straw and Prairie Hay. Write or wire me lowest prices, basis Group 1, Texas, and state how soon you can ship. Julius W. Jockusch, Galveston, Tex.

## ENGINES FOR SALE.

FOR SALE—One 35 H. P. Columbus Gas Engine. Fine condition. Sidney Elevator Mfg. Co., Sidney, O.

ONE 16x36 Harris Corliss engine, made in Providence, R. I. For particulars, address Stipp & Company, Carrollton, Missouri.

FOR SALE—35 H. P. Olds gasoline engine, now in use. Sheller having been taken out of elevator, a smaller engine will do the work. Wayne Bros. Grain Co., Delavan, Ill.

FOR SALE—1-40 H. P. Foos Gas or Oil engine. 1-25 H. P. Meitz & Weiss Oil Engine. 1-15 H. P. Wagoner A. C. Motor, single phase, 110-220 volts. New. Highland Light & Power Co., Highland, Kas.

ENGINES for MILLS, ELEVATORS, FACTORIES and Farms; for AUTOS, TRUCKS, BOATS, ICE SLEDS and HYDROPLANES. Largest dealers in engines for every purpose from 1 to 100 HP. State your power needs and let us quote. Badger Motor Co., Milwaukee, Wis.

## ENGINES WANTED.

WANTED—30 to 50 H.P. Oil or Gasoline Engine. Must be cheap and in good order. Box 116, Muleshoe, Tex.

WANTED—35 to 40 H.P. Foos. Must be in good condition, and reasonable. Address Robin, Box 12, Grain Dealers Journal, Chicago, Ill.

## Directory Grass Seed Trade

### ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

### BALTIMORE, MD.

Scarlett & Co., Wm. G., whse. seed merchants.

### BELFAST, IRELAND.

Lytle & Sons, Ltd., John, Per. & Ital. Ryegrasses. McCauseland, Sam'l, ryegrass and dogtail.

### CHICAGO, ILL.

Dickinson Co., The Albert, seeds. Illinois Seed Co., The, grass and field seeds. Johnson, J. Oliver, seed merchant.

### CLAREMORE, OKLA.

The O'Bannon Co., grass seed dealers.

### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds. Crawfordsville Seed Co., seed merchants.

### EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

### GIBSON CITY, ILL.

Noble Bros., whse. seed merchants.

### INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

### KANSAS CITY, MO.

Missouri Seed Co., who. exp. and imp. Peppard Seed Co., J. G., wholesale seeds. Rudy-Patrick Seed Co., wholesale seeds.

### LOUISVILLE, KY.

Louisville Seed Co., clover & grasses. Wood, Stubbs & Co., grass & garden seeds.

### MACON, GA.

Georgia Seed Co., field and garden seeds.

### MEMPHIS, TENN.

Schwilt & Co., O., garden and field seeds. Russell Seed Co., all southern seeds.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds. L. Teweles Seed Co., field seeds.

### MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds. Minneapolis Seed Co., seed merchants. Northrup, King & Co., wholesale seeds.

### NEW YORK, N. Y.

Doughten, Inc., H. W., grass & field seeds. Nungesser-Dickinson Seed Co., whse. seed mchts. Radwaner, I. L., field & grass seeds, exp. imptrs.

### PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, whse. field sds.

### ST. LOUIS, MO.

J. Goldsmith & Co., grass seeds, peas, grain. Schisler, F. & G. S. Co., A. W., seed merchants.

### TOLEDO, OHIO.

Crumbaugh-Kuehn Co., alsike, timothy, alfalfa. Hirsch, Henry, clover, alsike, timothy, alfalfa. The Toledo Field Seed Co., clover, timothy.

### TWIN VALLEY, MINN.

Heiberg, M. A., wholesale seed merchant.

## WANTED

Seed Oats Spring Rye  
Barley and Wheat

FARMER SEED & NURSERY CO.  
FARIBAULT - MINNESOTA

We are buyers and sellers continually of  
**CLOVER, ALSYKE,  
TIMOTHY, ALFALFA**  
carlots or less.

Sample envelopes on request. Send us samples of what you have to offer.

Write or wire when in market.

**T. H. COCHRANE CO.**  
PORTAGE WISCONSIN



## SEEDS FOR SALE—WANTED

## SEEDS WANTED.

GOOD Seed Corn Wanted. Send samples and prices to Brandt & Hollerbaugh, Van Wert, Ohio.

WANTED—Off grade clover seed and tailings. Submit samples. A. R. Kerr & Co., Bellefontaine, O.

WANTED—White Sweet Clover, Red Clover, Sudan Grass. Fort Smith Seed Co., Fort Smith, Ark.

## WINTER VETCH

NEW CROP MICHIGAN GROWN  
YOUNG-RANDOLPH SEED CO., Owosso Mich

## SEEDS WANTED.

WE WISH TO BUY Red, Alsike and Bastard Clovers, Timothy, Cocksfoot, Meadow fescue. John Lytle & Sons, Ltd., Belfast, Ireland.

WANTED—Alfalfa, clover, sudan, popcorn, cane, millet, kafir, maize, feterita, cow peas, sunflower and cotton seed. Binding Stevens Seed Co., Tulsa, Okla.

## CLOVER SEED

Direct from the heart of the Clover Seed producing section of Wisconsin

Oshkosh Seed Co., Oshkosh, Wis.

## SEEDS FOR SALE

FOR SALE—Black Hills alfalfa seed; \$6 per bushel. For sample, send stamp to Brookside Farm, Buffalo Gap, S. D.

FOR SALE—Red Clover, Timothy and Montana-grown variegated Alfalfa. Northern Field Seed Co., Winona, Minn.

WE specialize in German Millet, and can offer carlots or less for sale. Correspondence solicited. D. H. Clark & Sons, Galt, Mo.

ASK FOR SAMPLES AND PRICES on Alsike, Red and White Clover Seed. We are located in the heart of Wisconsin's fertile producing section. Oshkosh Seed Co., Oshkosh, Wis.

# RUDY-PATRICK SEED CO.

## ALFALFA—TIMOTHY

### KANSAS CITY, MO.

REGISTERED BRANDS



## MINNEAPOLIS SEED COMPANY

WHOLESALE FIELD SEEDS

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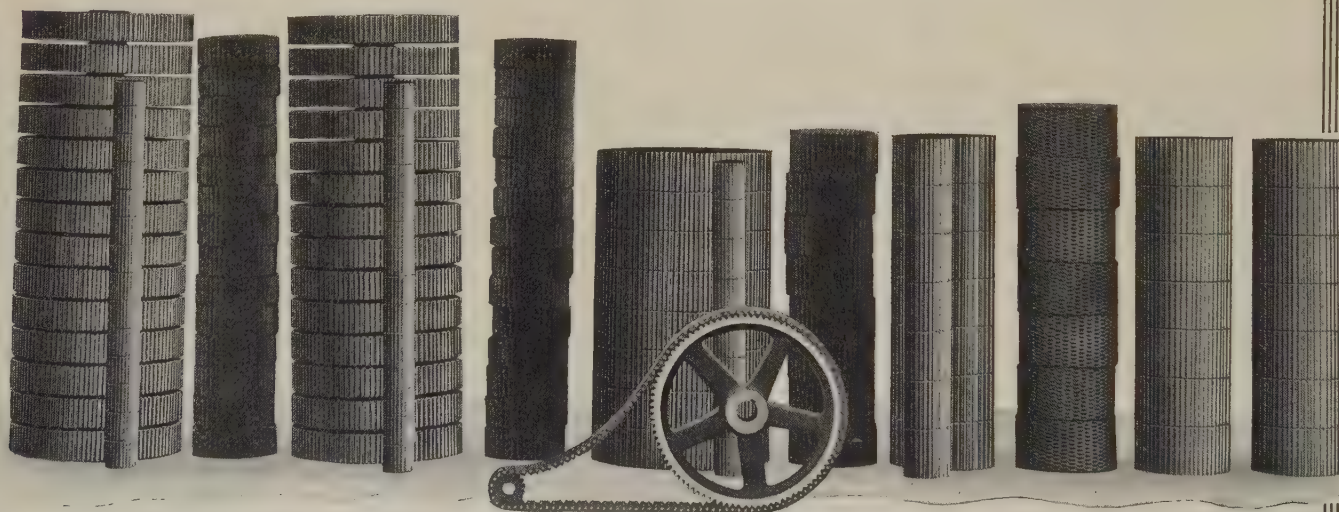
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## GRAIN DEALERS JOURNAL

[Incorporated]

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### THE ADVERTISING

value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms or for advertising a fake or a swindle.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

### QUERIES

for grain trade information not found in the Journal are always welcome. Address "Asked - Answered" department. The service is free.

Entered at the Chicago, Ill., Post Office as Second-Class Matter, Aug. 5, 1898.

## CHICAGO, JANUARY 10, 1918

THE PRICE of wheat, unlike the price of coal, seems able to resist all demands for its change.

STOCKS of seed corn in sight show a lamentable shortage. Farmers of your community probably have some old corn suitable for seed and may have some new corn that can be used. Issue a notice to them not to feed and be careful not to ship such corn to market, if it should come to you.

HOW MANY wheatless meals will it take to replace the grain lost in one country elevator fire? By preventing the loss of wheat and other grains in the elevator, through destruction by fire, the elevator man can do more to conserve the food supply than hundreds who observe F. A. rules for table supplies.

CORRECT SCALE weights are far more important now than ever before. A very small scale leak has a very important bearing on the profit outcome of your business. See to it that your scales are right. Accurate weights are the only weights on which business should be conducted during war time, or in times of peace. At other times use of leaky scales is permissible.

THE FIRST essential to a fireproof country elevator is a ground site free from railroad domination. No grain dealer can afford to build a reinforced concrete elevator without having clear title to the ground.

THAT Excess War Profits Tax provision means so many things that no one knows just what it does mean; and a penalty attaches for making incorrect returns under such an act, but no penalty for enacting such a measure.

USE YOUR license number. It should appear on every contract, order, acceptance of order, invoice, price list and quotation. Do not deal with concerns required by law to secure and use a license unless it has complied with this rule.

KEEP strangers out of your elevator, men as well as children often are injured in the machinery and the elevator operator is blamed. Suits for damages and incendiary fires will be reduced in number if all visitors are kept out. Send them to the office.

COTTON has been selling at 32 cents a pound recently while the price of wheat is fixed at about 3.6 cents per pound. If this wide difference continues until next fall farmers who can grow cotton are not likely to plant many acres to wheat.

"IGNORANCE is the curse of the grain trade," Frank I. King has truly said again and again. This ignorance (on the part of the public) may be dispelled by the questionnaire of the Federal Trade Commission, if the answers are correctly interpreted to show that the speculators perform a service in carrying wheat from the time the farmer wishes to sell until the miller requires it for grinding.

SHIPPERS who kite checks, bill half carloads and draw on full carloads, cannot long hope to retain the respect or good will of members of the trade. Surely they deserve a prominent place in the "Hall of Shame." One receiver, who was recently caught by a heavy over draft on a half carload, insists that all such tricksters should be well advertised, for the benefit of those disposed to do business on the square.

THAT interpretation of Rule 11, put out by the Feeding Stuffs Industry Com'te and governing the business of members of the grain, feed and hay trade, was made with a view to easing up the original requirements by enabling the operator to average the cost of goods on hand and unsold. The wording of the original rule could have been construed to require the sale of each particular lot of feed at the purchase price, plus a reasonable profit, thus giving it an impractical turn and making it difficult to follow in making prices.

WAR BREAD flour is now on the market. Under the new milling program 264 lbs. of wheat will produce 196 lbs. of flour. Some millers are said to be making a barrel of flour of a less quantity of wheat. The new regulations became effective Dec. 26.

DELAY in the mails, due to the discontinuance of hundreds of passenger trains will surely cost many grain shippers unusual demurrage charges on detained cars unless they send draft direct to some bank at point of destination. Country banks should be forbidden to send your grain drafts all around the country on their way to the consignee.

REASONABLE profits have been defined by President Wilson as a margin similar to that earned prior to the time when this country engaged in war. The higher cost of all commodities and of labor operate to give a greater profit per unit than that previously received. This definition should be borne in mind and employed in a commonsense way when members of the grain trade are called on to add a "reasonable profit" before making a price at which they offer their goods.

LEAKING cars are becoming more numerous in Kansas, because as one correspondent puts it the grain shippers are no longer supplied with paper or burlap for coopering cars and cars are so scarce they are glad to grab anything that looks like a box car. This results in the unnecessary loss of very valuable food, which the claim agent can not replace, altho he may issue a voucher for its value. If the railroads could afford to furnish coopering material when wheat values were half their present figure, surely they can not afford to scatter grain all along their rights of way.

TEXAS COURTS, under the unjust clause in the Penal Code against speculation in futures, are forced to rule against an honest party when the defendant pleads no intention to deliver. In a clean cut contract for future delivery clearly prohibited by the code, Art. 539, the lower court decided against the plaintiff in a legitimate transaction, in the case of Merriam & Millard v. Cole, published elsewhere in this number; but the Court of Appeals reversed this in favor of plaintiff on the ground it was an interstate transaction, thereby establishing as a precedent that welchers can hide behind this statute on an intrastate deal, but not on an interstate transaction. As now worded this statute is a protection for dishonest traders, and it should be amended to apply only when both parties intend no delivery. Evidently the Court of Appeals shrank from an enforcement of the law that would prevent an elevator company with 300,000 bus. of oats on hand from compelling a buyer to accept 15,000 bus. on contract.



THE INCREASE in the inspection fees at Chicago is a forerunner of what may be expected of other central competing markets operating under the same burden of increased costs, due more to the additional work required under the federal grading system than to the higher cost of living. If all grain was thoroughly cleaned and dried before shipment, the freight now paid for the transportation of water and screenings would be saved, few shipments would heat in transit, all would grade higher and the expense of inspecting grain would be materially reduced.

HYDROCYANIC acid gas will surely kill weevil, mice, rats or any other animals infesting your elevator, but it will also kill all humans inhaling the fumes. It is a deadly poison and its use should be confined to experienced chemists. Occupants of apartment buildings in their efforts to destroy bed bugs and cockroaches have occasionally killed a neighbor. If you must use it to clear your elevator of grain infesting bugs have a chemist apply it after your plant has been thoroughly cleaned. After the application of the gas keep away from the elevator until it has been thoroughly aired.

GRANTED favorable weather and growing conditions, the crops of 1918 may be expected to surpass in volume those of any previous year. That means that the grain handling facilities must be maintained at their highest efficiency in order to measure up to the task which it is expected will be placed upon them. It will be increasingly difficult to get men and materials for doing the work of building, repairing and improving which will be necessary, and plans for this work should be made, and orders placed, as far in advance as possible. Delays and disappointments are unavoidable and must be expected, but prompt action will minimize them to some extent. Now is the time to give thought to this matter.

THE NEW CAR DISTRIBUTION RULES of the Nebraska Railway Commission give partial recognition to the shipper who has the most grain in store at the station ready for shipment, and offer no encouragement to the scoop shoveler. In those respects the rules are a decided step forward; but an improvement could be made by also regulating the supply of cars between different stations on the same road to prevent the furnishing of cars only to competing points. The order fails to specify how many cars are to be allowed regular dealers against scoopers, leaving the local station agent an opportunity to discriminate in favor of the scooper. The Commission promises to make such additions to the rules as may be shown to be desirable after hearings; and if the trade will draw up regulations covering these two points the Commission will no doubt adopt them, and thus permanently dispose of the vexed question in Nebraska to the advantages of the regular dealer.

### Cost Accounting.

Heretofore many grain dealers have conducted their business on the assumption that "it costs about so much to put grain through my plant." Probably they did know just what the operating cost was. At the end of a year they balanced expenditures and receipts and the difference was the earnings for the year. Such items as salary, interest on investment and depreciation received little if any consideration.

Government regulations do not give the grain dealer a profit over his cost, nor is he assured a profit of so much per unit, as is the flour miller, but he now is as greatly concerned in establishing an accurate method of ascertaining actual costs as are other business men. He is in contact with the government in so many ways he should be able to back up with reliable figures any statement he makes.

In making up income and excess profits tax returns absolute knowledge of the business also is needed. The government will not recognize "about so much" as a quantity with which it can treat, and in lieu thereof demands absolute figures.

Consolation may be derived from the fact that when this question of cost is investigated the grain dealer will find he has not been making as much money as he believed he was making, therefore taxes will be less and regulated profits more if all items are included when making up your statement of costs.

You have until March 1 to file your report.

### Defaulters.

The many difficulties of conducting a grain business under the irritating and confusing regulations of the Bureau of Markets, the Food Administrator and the Federal Trade Commission, seems to have driven some firms, who previously had a good reputation, to indulge in tricks foreign to grain trade methods. Complaints have reached us recently of several brokers who have not hesitated to sell corn in varying quantities, as might suit the needs of bidders, evidently without any intent of making delivery. One Southwestern broker is charged with having sold 265,000 bushels of oats to various interior buyers, without any apparent intent of making delivery.

It is next to impossible for any grain firm to investigate the character and financial standing of every prospective customer, but it would seem discreet, when dealing with strangers, to at least deal in small quantities. The man who has nothing to risk, who places no value on his reputation, can well afford to sell all bidders varying amounts of grain, regardless of his holdings, for by so doing he can easily speculate with the other man's capital. If the market declines it would be easy for him to buy at a profitable figure the grain needed to fill his contracts and come out of the wild speculation with a safe profit, but if the market advances these irresponsible tricksters simply do not attempt to make delivery and ignore all messages.

These defaulters belong to a class of ne'er-do-wells who carelessly enter into contracts in utter disregard of their own

ability to fulfill them, and without giving a thought to the loss they may cause the man with whom they are dealing. Brokers guilty of such conduct cannot retain membership in any of the self-respecting grain exchanges or trade associations. In the organized markets we will not publish the business announcements of firms who are not members of the local grain exchange. If the members of the trade, who suffer from the misconduct of the unreliaables would give more publicity to the wrongdoing and to their prosecution of the culprits, the trade at large would be placed on guard.

### Don't Overpay.

A certain per cent of your profits for 1917 will be required to enable Uncle Sam to lick the Kaiser. Congress has predetermined the basis on which your contribution shall be ascertained. Don't overpay.

Figure in all legitimate items of cost, which are proper deductions, before proceeding to make your calculations. Include exact allowances (if you cannot arrive at exact figures, make the allowance reasonable) for interest on investment, depreciation of buildings and equipment, repairs, renewals (investment account), salaries (not neglecting to include a salary for yourself), payroll, losses through bad accounts, interest on borrowed capital, and all other legitimate items of expense, deduct these from your total earnings to arrive at your net earnings.

If profits of former years are used in the business they should be regarded as part of the invested capital.

For 1917 you will be required to pay three taxes on your earnings. First is the normal income tax, second the war income tax, third the excess profits tax, and these all base on your net income. All income taxes are deducted before the excess profits tax is applied. See Nov. 10 issue of Grain Dealers Journal, pages 724 and 725, for digest of the law.

Wait until further information is available before filing returns under the excess profits tax provision of the revenue law. The provisions of this law are so contradictory it has been impossible to work them out in a satisfactory manner. A committee of lawyers and business men now is at work and will place a practical construction on the law so it may be applied uniformly and equitably. Until this committee is ready to report further information cannot be secured. It is believed its confiscatory character will largely be eliminated.

Probably the returns you make will one day be checked by an auditor from the Treasury Department. When you know that 85 per cent of the checked returns for 1916 were incorrectly made and that 72 per cent of those making returns overpaid the government, you will appreciate the wisdom of conserving your own interests and saving Uncle Sam a lot of trouble.

If the auditors find you have overpaid you will be instructed to file claim for the excess paid in and it will be returned to you within eighteen months. If ignorantly you underpay you probably will be let off with a sizable penalty. If the department concludes you have sought to evade payment, the result is not pleasant to contemplate.



### United on Common Grounds.

Uncle Sam did not apply for the job of licking the Kaiser. He was "favored with a situation" that induced him to accept the work immediately and with alacrity. Then he parcelled the work out among his nephews and nieces and commanded them to "give the Kaiser a good one while you are at it."

His nephews were lounging at the club, keeping records in the office were busy in the factory, or at work in the field. They were separated by circumstance, education and environment. They did not look alike or think alike. When they donned the olive drab they dropped the things and the thoughts that had engrossed their attention and, lo, the miracle of unity of looks, action, feelings and thoughts.

Today Uncle Sam cannot tell whether, on dress parade review, the unstanding top-sergeant is of the Millionaires Club or of the millions who work for him. He does not care one mite nor do the boys who now are on a common level and whose superficial bandiage covers a grim determination to finish the trip to Berlin.

Khaki clad boys in France, in the cantonments and those putting their affairs in order preparatory to answering the call meet on common grounds. They have responded to the world's demand for capable men to put out the fire which threatens to destroy all that mankind holds dear. Back in the homes where they are so keenly missed the leveling process is going on. A trivial sense of separation is being obliterated for the nation is learning in truth that "The Colonel's lady and Judy O'Grady are sisters under the skin," and that, furthermore, the Colonel and O'Grady are closely related.

War is bringing us closer together. We have a common purpose for which we are making sacrifices and common enterprises to support. The prosperous man contributes an engraved check for a hundred dollars and the man of smaller means tenders a crumpled bill for one hundred cents, expressing common regret that the amounts are not larger.

War is causing this nation to use sparingly those things of which we produce quantities greatly in excess of our requirements to the end that the people of other countries may have sufficient to sustain life. In that way we are getting into closer touch and closer harmony with the people of other nations. The war is resulting in bringing the people of many countries together, thinking, planning, laboring, scrimping, spending and fighting shoulder to shoulder to the end that some day we may emancipate mankind from war, the fear of war and the burden that fear imposes.

Opportunity is given each American to do his or her bit. It may be a big thing

or a small one. It may mean the offering up of life itself, it may call for the sacrifice of a part of legitimate profits for a time, it does and should call for any and all aid you, as an individual or as a member of the grain trade can give to your country in this its hour of need.

Practically all of the grain for food and feed passed through the hands of the dealer on its way to the consumer. The trade has made great sacrifices already, made them cheerfully and readily without complaint. It is struggling along as best it may under the restrictions imposed, which at this time need not be considered. Back of its actions is the patriotic motive not to lose an ounce of food through carelessness or inattention and coequal therewith is the determination not to permit quality to deteriorate in any way.

This course of common business prudence is grounded in the highest patriotic motives, and is part and parcel of the effort to aid Uncle Sam to make good on the job he has tackled.

### One Way to Help.

Each farmer whose grain you handle will be asked this year to make a return showing income and expenses for 1917. The government recognizes how difficult it will be for many of them to compile such a statement and has made preparations to aid intelligently.

Representatives of the Treasury Department will visit each village, town and section of each city on certain dates and the farmers or others of the locality may call upon such representative for expert aid in making returns.

Exemptions this year are \$1,000 for a single person and \$2,000 for a head of family, with \$200 additional for each dependent member of the family. This lowering of the amount exempt from taxation makes it obligatory for many to make returns who heretofore have not been called on to do so.

A blank form has been prepared for the convenience and instruction of farmers. One item of special interest is the value of products consumed on the farm. Unless a detailed statement is made it will be assumed that the value of such products is the average for the country, viz., \$600, and that \$600 is a part of the income from the farm.

Many of the farmers with whom you do business may conclude they did not clear sufficient to make it necessary for them to pay an income tax, but if this \$600 be added to what they show they made or conclude they made they may find they are liable to fine or imprisonment for failure to report.

Grain dealers can serve their patrons and their country in no better way than to call this matter to the attention of those whose grain products they handle. The importance of making out an accurate return should be urged, for there must be no intentional mistake made in compiling the returns.

A copy of the form for posting in your office can be obtained from the Collector of Internal Revenue of your district.

### Regulation Results.

"The milling business of the United States is simply being torn to pieces. When you come out of this war you won't have anything left but your plant. Can't you see your domestic trade is gradually being forced away from you? All this trade you have spent years of effort and dollars of advertising to build up is going to be taken away from you to a very great extent. Why? Because that flour is going to the allies to win the war."

That sounds like an excerpt from I. W. W. literature or an effort by the enemy to create dissension among the producers of flour, but it isn't.

It is a quotation from the printed address of Mark H. Mennel, division chairman for United States Milling Control, delivered before the members of the Ohio Millers State Ass'n meeting at Columbus, Ohio, Nov. 14. It may be assumed that this statement was made after the subject had been given due consideration.

This nation has undertaken to destroy Kaiserism. Sane men of affairs are sanctioning and aiding in the enterprise. The people of America would support the war heartily even though it meant the destruction of business.

Conceding all of that, why, in the name of all that is sensible, deliberately adopt a policy that will result in the destruction of business without compensating those affected for their losses?

Winning the war calls for an economic as well as a military victory. If this nation emerges from the struggle a bankrupt the final result will be little to our liking.

"Profiteering" is being frowned upon and discouraged. Pauperizing methods are deserving of even greater censure. If this nation is to win and pay for the war it must thrive and prosper. A moderate or even a normal earning is not sufficient at these times of greater cost.

The administration should bear in mind that the war must be paid for as well as won. Those who dwell at the poorhouse and wards of courts of bankruptcy have not the wherewithal to pay taxes.

This is a period of inflation. Why trim profits down to a subnormal basis? Winning the war in a big way means to emerge from it with a conceded victory for the army, the navy and for commerce.

THE PRICE of the 1918 wheat crop has been fixed by Congress at \$2 per bushel, so growers and dealers who hold old wheat after the 1918 crop begins to move will suffer a loss of 20 cents a bushel. Inasmuch as many would-be shippers of wheat will be forced, thru their inability to get cars or a full carload, to carry over old wheat, it would seem to be up to the Food Administrator to provide cars for shipment or else to protect country buyers against certain loss. In the absence of cars for prompt shipment or protection guaranteed against loss country elevator men, who buy wheat at the 1917 price will be courting trouble. As the day for the 20 cent reduction approaches, the danger to wheat holders rapidly increases. Look out, lest the slump in the price catch you with a lot of old wheat.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Idler Pulley in Down Leg?

*Grain Dealers Journal:* We have one elevator leg that is giving trouble at the idler pulley and have been informed that we can throw out the idler by changing the slant of the down leg to follow the natural curve of the hanging belt. Can this be done safely without risk of belt and buckets wearing on the leg casing? If so, it would save us the bother of the idler and the power it takes to run the pulley.

The contractor who built the elevator claims it is difficult to figure out the curves of the down leg and it would cost too much to build it that way; and that if we keep the idler pulley bearings well greased it will not stick. Which is the correct design for the down leg of an elevator?—L. M. Trullinger.

### Allotment of Cars in Illinois?

*Grain Dealers Journal:* I notice in the Journal of Dec. 25, "Allotment of Cars." I would be pleased to know what is meant by "their respective immediate requirements," of the Public Utilities Commission's order.

By the letter we have no laws at present governing the allotment of cars. Why not divide cars equally between or among shippers at grain stations, as each surely will not receive any more than is coming to them during a car shortage? This was the way cars were allotted for a number of years.

Here is the way one agent is dividing: My competitors have an elevator that will hold 100,000 bus. or more of oats and they have been storing the greater part of their oats from threshing time up to about two months ago. Their elevator is almost full. My elevator will hold 90,000 bus. and I have been shipping out as fast as bought up to about six weeks ago, when cars became scarce. I now have in elevator about 15,000 bus. of oats and am desirous of shipping out same. The railroad agent says I am not entitled to more than one car at the best to the other party's six or more. They also handle lumber and received two box cars loaded with posts and the agent says they are entitled to these two cars and places the cars to their elevator for loading.

I would be pleased to see some ruling made a law that would be just.—Grain Shipper.

*Ans.:* This protest is against a fair rule if equitably interpreted. The real point is whether a shipper can hold his grain for a favorable market and then demand cars in the same ratio that his supply of grain bears to the supply of a rival shipper in the same town who has shipped as fast as he bought. Evidently the railroad agent upheld such contention and believes he is furnishing the two grain shippers with cars "in proportion to their respective immediate requirements."

The clause "their respective immediate requirements" was copied by the Utilities Commission out of the Illinois Statutes, and is of more force than an order of the Commission. The Legislature must be un-

derstood to have intended the ordinary meaning of the word "requirement," which is not "demand," but actual necessity. In determining the necessity the shipper should present for the station agent's consideration the amount of grain in his elevator, the number of cars sold for current shipment, and the need of space for grain offered by farmers. Neither the law nor the Commission has offered the railroad agent detailed rules for determining the "immediate requirements."

### Excess Profits Tax.

*Grain Dealers Journal:* Kindly send us a copy of your Journal of Nov. 25, the issue that had an article relating to Excess Profits taxes in it. We had the issue but some one has been kind enough to tear out that page. Stafford & Murray.

*Ans.:* Since the article on Excess Profits taxes was printed new rulings by the Treasury Department have materially modified the original interpretation of this part of the revenue act. Business concerns now are to be allowed earnings at the prewar rate and it is presumed also the definite deductions of \$3,000 for corporations and \$6,000 for individuals or partnerships.

A com'te of lawyers and business men is now engaged in ironing out the conflict and confusing terms of the original measure. A report from that com'te should be available shortly either through Internal Revenue Commissioner Roper or the Treasury Department. It is suggested that business returns be withheld until such enlightenment can be secured. The com'te's interpretation of the law does not seem likely to effect any change in either of the income taxes.

### Recovery of Loss Due to Government Price Fixing.

*Grain Dealers Journal:* We have read with interest the comments of the Journal on page 986 of Dec. 25 number in reply to the O. K. Grain Co. regarding claim for loss on wheat on account of the price being fixed by the U. S. Government. We are one of the victims, and would like to have information as to the method of procedure in presenting claims for loss to the United States Court of Claims.

Should the claim be made thru an attorney, or direct?

Should claim be made on each car separately?

Should correspondence be addressed to the Court or to the Clerk?—Southern Kansas Grain Co., Coffeyville, Kan.

*Ans.:* Claim should be made thru an attorney, who will file petition with the clerk. One claim will cover all sales.

Since the publication of law on this matter of recovery thru the court of claims,

Senator Reed of Missouri has attacked the Hoover price regulation on wheat in a Senate Com'te hearing as being an unlawful usurpation of power. If Mr. Reed's contention is correct, and it seems to be, then no recovery can be had of the Government, as the Government is not liable for wrongful and tortious acts of its servants.  
A. Stamford White, Chicago, Ill., Pres.

### War Profits Tax Interpretation.

*Grain Dealers Journal:* On page 995, issue Dec. 25, you give excerpts from ruling by Internal Revenue Commissioner Roper. In the third paragraph it is stated a partner is entitled to deduction of \$6,000 from his share of the profits. If that is true, is not a corporation also entitled to such deduction as the law provides, or \$3,000, in addition to the pre-war earnings? Perfection Grain Co.

*Ans.:* That is assumed to be the intent of the new ruling, but an unqualified statement cannot now be made. The Excess Profits provisions of the war revenue act have been taken under advisement. It is presumed a definite and final construction will be placed on the law in a very short time. Further information regarding the provisions of the act will not now be given out by the internal revenue department officials. Watch for the information in the columns of the Journal.

### Purpose of New Ruling.

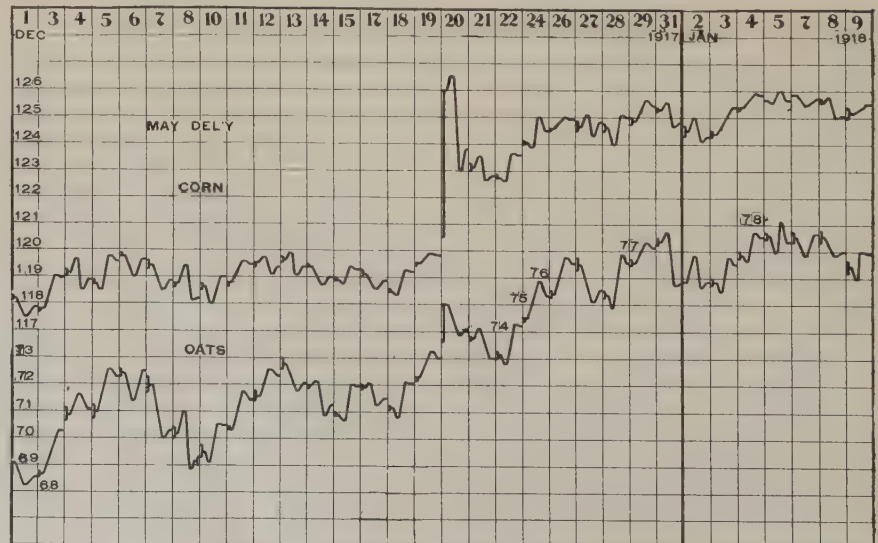
*Grain Dealers Journal:* What came of the protest that was to be made by Chicago grain receivers over the action of the Food Administration Grain Corporation in determining to buy wheat only on the basis of the local freight into Chicago? Can you tell us what purpose is to be served by this rule? Climax Elevator Co.

*Ans.:* A protest was filed by the Chicago grain trade with the Food Administration Grain Corporation, but no action has been taken and nothing has been heard regarding it.

Any attempt to answer your last question would be a guess. In-bound billing is worth 1 to 3 cents a hundred to operators shipping out the same kind of grain, or its products, to eastern points. The difference between the through rate and the combination of locals should accrue to the producer of the tonnage and heretofore has been given him.

A BULK GRAIN CONVENTION will be held at Spokane, Wash., Jan. 25 and 26. This date was selected by the agricultural com'te of the Chamber of Commerce after W. P. Ronans, sec'y, reported arrangements with members thruout eastern Washington.

### Opening, High, Low and Close at Chicago Since Dec. 1.





## "Inspection Allowed." "Delivered."

The Marlin Lumber Co., of Marlin, Tex., on Nov. 20, 1913, bot a car of corn from the Samuel Hastings Co., Cairo, Ill., on the following wire:

If snapped corn quoted is dry, sound and heavy, ship one car to Eloise, Tex., your price delivered 88c, inspection allowed.

The Samuel Hastings Co. confirmed as follows:

This confirms the sale to you by exchanged wires of today as follows: Cars 1 bulk, medium size car, good corn (in shuck), Price 88c Freight prepaid Eloise, Texas, Shipment promptly, Route 1. & G. N. R. R. Dely. Terms: Strictly net cash; bills payable immediately on arrival of shipment at destination. Inspection allowed. Our weights to govern. \* \* \* If the above is not correct, advise us immediately. Failure to do so will be understood as acceptance of this contract.

The Marlin Lumber Co., on Dec. 20, wrote

"Sam'l Hastings Co., Cairo, Ill.—Dear Sir: We have just wired you the following day letter and which we now confirm: 'Car PLE 31398 on track here in Marlin; wet and badly damaged; after inspecting same we are forced to reject the car. I. & G. N. reports the car was in recent floods and we were not notified of the car until yesterday.'"

"We presume that you have noticed reports in the daily press of the extremely high water and consequent flooded conditions of the river bottom lands throughout our state and the resultant damage and loss which has been quite heavy. Regretting the necessity of the above action, we are, yours very truly,

"Marlin Lumber Company,"  
"Per C. B. Monday."

The Samuel Hastings Co. brot suit for the value of the corn, \$581.41 and interest, and got judgment in the district court of Falls County. On appeal the Court of Civil Appeals on Dec. 5, 1917, reversed the decision, in favor of the defendant, and remanded the case for a new trial. The court of Appeals held

"We are of the opinion that the contract was ambiguous, and left it uncertain as to what was meant by the word 'delivered' and the expression 'inspection allowed.' Both sides introduced testimony tending to show the meaning of the words 'delivered' and 'delivery' according to commercial usage; and therefore appellant had the right to have that issue submitted to the jury, because appellant's testimony upon that subject tended to show the title to the property was in the plaintiff, and not in the appellant, at the time it was damaged, as shown by the testimony, and that on account of such damage appellant was not required to accept the corn and pay for it.

The court should not have excluded the testimony offered by appellant for the purpose of showing the meaning attached to the words 'inspection allowed' among shippers and buyers of carload lots of grain, when used in contracts for the sale of grain in carload lots.

Counsel for Samuel Hastings Co. have filed a brief pointing out certain facts which tend to show that the shipment of grain belonged to appellant at the time it was injured, but the evidence referred to does not conclusively establish that fact, and therefore that was an issue which appellant had the right to have submitted to a jury.—193 S. W. Rep. 1076.

## Coming Conventions.

Jan. 15-16.—Indiana Grain Dealers Ass'n at Indianapolis.

Jan. 17.—Council of Grain Exchanges at Chicago.

Jan. 22-24.—Farmers Grain Dealers Ass'n of Iowa, Fort Dodge, Ia.

Jan. 29-31.—South Dakota Farmers Grain Dealers Ass'n, Watertown, S. D.

Jan. 31.—Michigan Bean Jobbers Ass'n at Detroit, Mich.

Feb. 19-21.—Farmers Grain Dealers Ass'n of Minnesota, Minneapolis.

Feb. 21-22.—Farmers Grain Dealers Ass'n of Ohio, Toledo.

Mar. 5-7.—Farmers Grain Dealers Ass'n of North Dakota, Bismarck.

June 18, 20.—American Seed Trade Ass'n at Chicago.

July 9-11.—National Hay Ass'n at Cleveland, O.

Sept. 23, 24, 25.—Grain Dealers National Ass'n at Milwaukee, Wis.

## Com'te to Confer with F. A. on Corn Trading.

Joseph Griffin, retiring pres. of the Chicago Board of Trade, has appointed a com'te to arrange a conference with Herbert Hoover, Food Administrator, relative to trading conditions in corn.

The com'te is one of the strongest and ablest that could have been chosen for this service to the trade, and is composed of A. Stamford White, pres. elect of the Chicago Board of Trade; C. B. Pierce, and Hiram N. Sager, also of the Chicago Board; Geo. S. Carkener of Kansas City, and John O. Ballard, of St. Louis.

## Transactions Not Subject to Stamp Tax.

The transactions stamp tax imposed by the act of Oct. 3, 1917, does not apply to the following trades, according to a ruling of the Commissioner of Internal Revenue at Washington, obtained by John R. Mauff, sec'y of the Chicago Board of Trade, and given out Jan. 8, as follows:

1. Sales of grain "to arrive," resulting from bids sent to other points by members of an exchange for grain to be shipped within a named time, and the acceptance of such bids.

2. Contracts of sale, resulting from offers sent out by members of an exchange to millers, dealers, or consumers at other points, to sell commodities for shipment within a specified time, and the acceptance of such offers.

3. A contract of sale for future delivery, covering the same quantity of the same commodity at the same price as in a previous offer, and given in settlement of a previous offer, the tax having already been paid upon the "offer."

THE FIFTH NATIONAL FOREIGN TRADE Convention will be held Feb. 7 to 9 at the Gibson Hotel, Cincinnati, O.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

T. H. & B. 3965 passed thru Kimball, Neb., Dec. 19, leaking wheat.—Kimball Mill & Elevtr. Co., Bert Larson, mgr.

P. Mc. K. & Y. 80682 passed thru Carroll, Neb., Dec. 19, leaking oats at end of car. Train did not stop long enough to make repairs.—Farmers Union Co-operative Ass'n, by Larson.

N. P. 40790 passed thru Holyoke, Colo., Dec. 20, leaking hard wheat at side of car and at drawbar. Train men made repairs and car went on.—The Holyoke Equity Mercantile Co., Paul Reimer, mgr.

Penn. 82482 was set out Nov. 28 at Welch, Okla., leaking wheat at side and door. The wheat was transferred into S. P. 85245.—H. B. Campbell.

## Embargoes.

Baltimore & Ohio will accept only coal, coke and oil from connections or from shippers on its own lines.

Jan. 1 the Pennsylvania Lines west of Pittsburgh embargoed all carload freight, including commodities covered by Priority Order No. 5, when destined to any point on the Cleveland and Pittsburgh division, company coal and coke excepted.

Embargo on hay, grain and straw destined for the Union Elevator Co., Cleveland, O., has been lifted by the New York Central.

Chesapeake & Ohio on Dec. 27 placed an embargo on all government freight consigned, reconsigned or to be consigned to the government at Newport News, Va., except food, compressed hay, wagons and autos set up, bran, oats, ordnance material, medical supplies and freight covered by waybill showing war quartermasters' number.

## Party Paying Freight Pays War Tax.

The law plainly states that the war tax on freight charges shall be paid by the one who pays the freight; and the directors of the Grain Dealers National Ass'n, conforming thereto, have approved the following new trade rule, No. 37:

Rule 37. War Tax on Freight Charges. On all grain sold delivered it shall be the duty of the seller to pay the tax imposed by the Federal War Tax Law, approved Oct. 3, 1917. It shall be the duty of the buyer to pay the said war tax on all grain bot f. o. b. shipping point. (It is the intention of this rule to impose the said war tax upon the party who, by the terms of the contract, assumes liability for the freight charges. The rule shall be in effect until the said war taxes are abolished.)

The adoption of this new rule will in no way affect the legal duty of the party who pays the freight to pay the tax; as the trade has no power to set aside a law of Congress. The law itself protects any country shipper who sells grain his track from the charging of war tax by any one to whom he sells.

AN INCREASE of 10% in its wheat crop will permit Japan to export wheat for the first time in its history. Formerly wheat has been imported.

## Daily Closing Prices.

The daily closing prices of oats and corn for May delivery at the following markets for the past two weeks have been as follows:

MAY OATS.												
	Dec. 26.	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 31.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 7.	Jan. 8.	Jan. 9.
Chicago	76 1/4	75 3/4	76 3/4	77 1/4	75 3/4	75 3/4	76 3/4	77 3/4	77 3/4	76 3/4	76 3/4	76 3/4
Minneapolis	75 1/4	74 3/4	75 3/4	75 3/4	74 1/4	75 3/4	75 3/4	76 1/4	76 1/4	76 1/4	74 3/4	75 3/4
St. Louis	77	76 1/4	76 3/4	77 1/4	76 1/4	76 3/4	77 1/4	78	77 3/4	77 3/4	76 1/4	77 1/4
Milwaukee	76 1/4	76 1/4	76 3/4	77 1/4	75 3/4	75 3/4	76 3/4	77 3/4	77 3/4	77 3/4	76 3/4	76 3/4
Winnipeg	85 1/4	84 3/4	85 3/4	86 3/4	84 3/4	83 3/4	84 3/4	85 1/4	84 3/4	85 3/4	84 1/4	85 1/4
MAY CORN.												
	Dec. 26.	Dec. 27.	Dec. 28.	Dec. 29.	Dec. 31.	Jan. 2.	Jan. 3.	Jan. 4.	Jan. 5.	Jan. 7.	Jan. 8.	Jan. 9.
Chicago	125	124 1/4	125	125 3/4	124 3/4	124 1/4	125 3/4	125 3/4	125 3/4	125 3/4	125 3/4	125 1/4
Kansas City	125 3/4	125 3/4	125 3/4	126	125 3/4	125 3/4	126	126 1/4	126 1/4	126 3/4	126	126 1/4
St. Louis	125 1/4	125	125 3/4	125 3/4	124 3/4	124 3/4	125 3/4	125 3/4	125 3/4	125 3/4	125 3/4	125 3/4



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### When Price of Wheat is Reduced to \$2.

*Grain Dealers Journal:* It is impossible to forecast when any adjustment in wheat prices may take place. We quite realize that the country buyer faces the chance of a loss by a readjustment in the stabilized price of wheat if it should be reduced to the basis of the national guaranty for next crop. We have tried to protect the country dealer against this very thing by offering a form of contract in which we assume that protection, to the extent of wheat on hand and unsold at that time, along with other advantages, and country dealers have quite generally recognized that in the execution of these contracts with us.

As a matter of fact, we have executed these contracts to the extent of about ten thousand country dealers, and it is needless to say that it would be very poor judgment on the part of any country dealer not to provide this protection.

Our contracts with mills protect them in the same way when executed with us.—Yours truly, Julius H. Barnes, President Food Administration Grain Corporation, New York City.

### Sort Out Bad Corn.

*Grain Dealers Journal:* We would not venture a guess as to the price of corn during the balance of the season, for so many unforeseen things may happen to influence the price up or down.

With reference to fixing a price limit on corn futures, or the option, beg to say that it is to be regretted that the deferred futures and cash do not bear some relation to each other, which has not been the case for some time, probably because the current receipts have not been greater than, or up to the demand from day to day. Should there be a relief in the car situation and a liberal run of corn to terminal markets in excess of the current shipping demand, it is quite evident that no elevator operator would fill up his storage with corn unless he could hedge it in a sale of some future and have a reasonable carrying charge because, first, he would be a speculator and not a merchant. Another good reason, no conservative bank would lend him money on grain in store unprotected. With a big run of corn, the price may work down to a discount under the present limit fixed on our futures.

The corn that has been marketed up to this time can be used safely during the winter months, but we doubt if very much of it, especially the shelled corn, could be put in storage at this time and carried into warm weather with safety.

We have raised something over three billion bushels of corn. It occurs to the writer that it is rather a serious matter now to try to preserve this corn, and believe it is up to each and every farmer to hand pick and sort his corn while it is

in the ear and make the best possible use during the winter months of the lower grades. Put the better corn into a good dry crib that it may be available for use during the last half of the crop year. We believe that the attention of farmers should be called to this most important task, not only for their own profit, but that there may be an ample supply of corn to carry us through until another crop is made, for while we have raised approximately three billion bushels of corn, it probably has not over two-thirds of the normal feeding value.—Yours truly, Parker Corn Company, J. F. Parker, Kansas City, Mo.

### Safely Ships Soft Corn in the Ear.

*Grain Dealers Journal:* The present crop of corn and in the present conditions contains from 20 to 30% moisture, requiring the utmost care in handling and under methods of being shelled corn placing it in a bin until a car is available, is clear out of date. In most stores this corn is in an open crib before shelling for the weather is liable to change to warm, soggy and soft very quickly. If a person is going to shell he must have a car ready to load before shelling and then clean the corn thoroughly and ship to the nearest dryer, bill it out under class of perishable goods and trace the car each day so the car is kept moving for the corn will get out of condition in a very few days if warmer weather overtakes it. You must make arrangements ahead for the drier to handle the corn, inasmuch as all driers are taxed beyond their capacity.

I have handled many soft corn crops and deem it more satisfactory to ship soft corn in the ear in cattle cars or in box cars with four to six inch slats instead of grain doors and keeping the car door wide open, slating the car clear to the top of the doorway allowing free ventilation.

The advantages in shipping corn in the ear are many, but the shipper must sort the corn, returning all the inferior or damaged ears to farmer. You can have a carload of ear corn and an accurate list of each and every wagon load that goes into it, but do not mix yellow ear corn and white ear corn as the purchaser seldom will accept mixed ear corn except at a cent or two discount.

I have made a business of handling corn in the ear for the last twelve years and I find it the best way to handle an inferior crop. There are many retail dealers in the different mining districts to sell the ear corn, who are eager to buy any commodity that they know can be safely and profitably handled.

The price on corn will depend upon the supply of cars to move the present crop and it would not be advisable to store any kind of corn that would not keep until summer. About 15% of the present crop in Northwestern Ohio contains too much moisture and is being kept on the farm. I do not think it advisable to fix the price limit on corn or oats, that will be governed by the supply and demand. About 85% of the present corn crop in Northwestern Ohio is good enough to be sorted and stored throughout the spring months. The farmers in this territory are feeding all their inferior corn. The elevator men are turning all the bad corn back to the farms, shipping the good corn on the ear. There are many stations in this part of the state which have not yet bought any of the present crop of corn and until they begin to handle it the price will naturally not change because of the

scarcity of supplies. As to the fixing of the future or speculative price on corn I believe it will have the same effect as it has at the present time. It would naturally be on a little higher basis and would have nothing whatever to do with the movement of the corn. What we want in our territory is cars to load the corn in and railroads to move it to the market. It is dangerous to ship shelled corn, but when the Railroad Co. is in shape to move the corn within a five day limit to Pittsburgh or Buffalo territory it will lessen the damage and also depress the price by supplying the dealers.

There are many ways in loading ear corn but most shippers are not careful enough, about the quality of the corn they load, and the weight of the ear corn they put in. Shippers must be careful in handling ear corn from the wagon to the car. If they sort the corn, put only the good corn in the car and return the bad corn to the farmer, keeping an accurate account of the load. They will make money. In many sections the corn that was damaged by the early frost will not be in shape to ship safely until the hot summer days, and must market it in the ear if the buyer wants to play safe.—Yours truly, H. G. Pollock, Middlepoint, O.

### Daily Report Form Wanted.

*Grain Dealers Journal:* I would like to exchange copies of "Daily Report Blanks" with agents or operators of line elevators who make reports each day to owners. Am not just satisfied with the form we are using and as we will have to get some new ones made soon, I would like to improve on them if we could. Send duplicate copies to the Grain Dealers Journal. It may be that our blank would help some one else in some way. W. F. Noble, agent for Robert Alexander, Route H, Lafayette, Ind.

### Corn Too Damp to Ship Shelled.

*Grain Dealers Journal:* How can the trade safely handle this crop of corn under present conditions? There is only one way and that is, either kiln-dry or ship in the ear. Little of the corn in this section can be carried safely in store through the spring months. It is our opinion that most of the corn in farmers cribs will have to be sorted or it will spoil in their cribs. We do not believe there will be much corn cribbed by the elevator men in this territory owing to being so wet they are afraid of it.—Yours truly, E. A. Grubbs Grain Co., Greenville, O.

### Council of Grain Exchanges to Meet.

The annual meeting of the Council of Grain Exchanges will be held at the La Salle Hotel, Chicago, Jan. 17, the business session starting at 2:00 p. m., followed by a dinner at 6:30.

The program includes an address by Pres. John R. Mauff, report by Sec'y J. Ralph Pickell, statement of finance by Treas. John W. Snyder, report by Adolph Kempner, chairman of the com'ite on uniform rules; report by C. D. Sturtevant, chairman of the litigation fund com'ite having in hand the natural shrinkage suits, and Ed. Andrew, chairman of the crop improvement com'ite.

Julius W. Barnes, pres. of the Food Administration Grain Corporation, will be among the speakers at the banquet.



## Future Delivery Contract Valid in Texas.

Southern courts are notoriously unfriendly to transactions for future delivery. In the minds of some judges as well as southern legislators "future" is synonymous with "gamble." Accordingly a member of a Board of Trade gets scant satisfaction even when his transaction is a legitimate one. This was the result in the lower court when the Merriam & Millard Co., of Omaha, Neb., brought suit against T. A. Cole of Frisco, Tex., to recover a balance of \$828.54 due on a contract for future delivery of oats. The district court of Denton County decided in favor of defendant; but the Court of Civil Appeals of Texas has reversed the decision in favor of the Merriam & Millard Co.

Cole testified that his friend, Fount Shrader, suggested that he could make some money by going in on an oat deal, and he put up \$300, Shrader phoning the order to a broker, Galbraith. A few days later he received and signed a contract from Merriam & Millard Co. confirming sale of 15,000 bus. No. 3 white oats at 55½¢, basis Texas group 1, December shipment, with privilege of carrying to May 1 at ¼¢ for each ten days.

Later when Cole got a letter from Merriam & Millard asking more margin he put up \$450 more, and told Shrader he wanted to get out of it, and was informed by Galbraith that he had nothing to do with it, and then turned it over to his attorneys. Cole said "It wasn't my intention to have one actual oat shipped to me, because I didn't have any place for oats. I was not in the grain or milling business. I am a farmer. I was dealing for the profit in the oats."

Plaintiffs testified that Cole at no time furnished shipping instructions, and that on Mar. 16 they received notice that Cole refused to have anything further to do with his contract, whereupon the oats were sold for Cole's account at 38 cents per bushel. From Sept. 4, 1913, to Dec. 31, 1913, they had on hand in their elevator at Omaha from 265,700 to 313,000 bus. of No. 3 white oats and at all times could and would have filled the contract.

**The court said:** The contract declared upon, as it seems to us, is easily distinguishable from that class of contracts commonly understood as gambling contracts in futures. It is undisputed that the appellant company was actually engaged in the sale and delivery of actual grain at the time owned and held by them in their own elevators; that they sold such grain to numerous persons not only in Texas, but in other states. It is scarcely to be doubted that, had the fluctuations of the market been in favor of the appellee, he could have legally demanded and enforced delivery of the 15,000 bus. of oats for which he contracted; or, in case of a refusal to deliver, had the remedies provided for him in the contract, including a right of action for damages. The fact that the contract provided for the deposit of "margins" does not invalidate it. See 2 Elliott on Contracts, §§ 1002, 1003, and cases cited in the notes. See, also, 6 R. C. L. § 189. Nor can it make any difference, as we think, that under the terms of the contract under certain circumstances the parties had the option to declare the contract at an end.

The deposits of margins as shown by the testimony was with the secretary of the Omaha Grain Exchange, and so provided for the mutual protection of the parties to the contract against fluctuations in the market; and the fact that the plaintiff company under the rules of the Grain Exchange and by the terms of the contract had the right, upon appellee's refusal to increase his margin, or to pay storage fees, to declare the contract at an end and to sell the grain for the account of the appellee, does not establish the invalidity of the contract. Such provisions on their face seem in no way inconsistent with fair dealing, but, on the contrary, are entirely

consistent with business prudence and legal procedure.

The options given to declare the contract at an end were reciprocal; that is, either party thereto was given the right to so declare upon default of the opposite party. Neither party was given the absolute right of cancellation at will, nor could either party force an exercise of the opposite party's option. In other words, as before stated, on its face the contract seems valid, and nothing appears therefrom indicating a want of intention to actually deliver the grain contracted for at the time and under the circumstances specified in the contract. It is true, as appellee sought to do, it was competent to show by proof that neither party contemplated an actual delivery of the grain, and appellee's testimony was to the effect that he had no purpose of receiving the grain; but, as we have seen from the authorities cited, his intention and purpose alone are insufficient to invalidate the contract. It was essential that he should have established an intent on the part of the appellant company not to deliver the grain as it had contracted to do. Indeed, it is not very clear that appellee himself had an unlawful intent. His testimony is susceptible of the construction that he merely trusted his friend, Fount Shrader, to handle the deal for him.

**Art. 539 of our Penal Code** forbids a sale or purchase of any cotton, grain, meat, lard or stock or bonds of any corporation, to be delivered in the future, when it was not the bona fide intention of the party being prosecuted at the time that such sale, contract, purchase or offer to sell or purchase was made, that the thing mentioned in such transaction should be delivered and paid for as specified.

We think the article of the code cannot be made to apply here for the reason that the transaction falls within the rules applicable to interstate commerce.

**Without contracts** and guaranties between parties to such transactions, it would seem difficult and wholly impracticable to engage in interstate commerce at all. It is matter of common knowledge that a great volume of our interstate commerce is dependent upon the guaranties afforded by contracts for the sale and delivery of the merchandise transported. Had the grain specified in the contract under consideration been actually shipped and delivered at Frisco, as provided in the contract it could hardly be contended, we think, that the transaction did not fall within the rules applicable to interstate commerce, and we do not think that appellee by a default on his part can constitute the transaction differently.

On the whole, we conclude that the court should, under the undisputed evidence, have peremptorily instructed the jury to render a verdict for the appellant company, and, it being our duty to here render such judgment as the lower court should have rendered, it is ordered that the judgment below be reversed, and judgment here rendered for appellant as prayed for; there being no dispute in the evidence as to the amount claimed.—198 S. W. Rep. 1054.

## Sky-High Demurrage.

Freight cars must not be used for warehouses, but must be released, is the flat statement from Director General of Railroads McAdoo. He has caused the Interstate Commerce Commission to issue a scale of demurrage charges, to become effective Jan. 21, which raises the rate to \$10 a day, which rate becomes effective the eighth day, and is the rate thereafter until the car is released.

Two days' free time is given. The charge for the first day's detention thereafter is \$3, for the second day the charge is \$4, with \$1 additional for each succeeding day until the \$10 rate is reached.

Director McAdoo says there is imperative necessity for releasing cars and for relieving terminals now badly congested. He understands the labor situation and the possibility of cars bunching because of bad weather conditions but points out the absolute need for cleaning up the existing congestion and using railroad facilities to their greatest capacity.

I WOULD NOT be without the Grain Dealers Journal.—M. C. Anderson, mgr. Farmers Elevator Co., Colgan, N. D.

## A. Stamford White Again Responds.

This year the Chicago Board of Trade members selected the best material on its roster to make up its executive staff. Men of foresight, with broad business experience and proven executive ability, will direct its commercial ship of state during the twelve months just begun and they will have back of them a united membership.

A. Stamford White responded to the call addressed to him and again has assumed the office of president. The very successful year of 1910 was his first exercise of like duties and responsibilities for the Chicago Board of Trade.

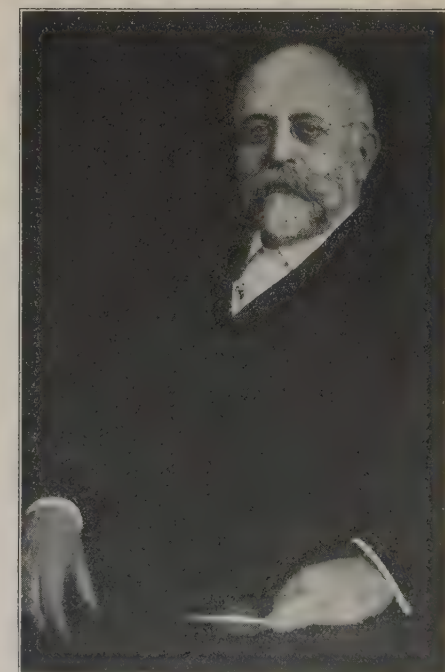
This year conditions are vastly different and it will tax the ability and resources of the entire board to preserve the integrity of the grain trade and aid in accomplishing the great undertaking to which this nation has pledged its arms, its honor and its fortunes.

Mr. White is chairman of the special committee, appointed by former President Griffin, to confer with Food Administrator Hoover on corn trading conditions. It is believed this committee will succeed in establishing a working agreement with the Food Administration that will go far toward eliminating the present unsatisfactory methods of trading in corn.

Mr. White was born in Liverpool, England, in 1851 and located in Chicago in 1882. He has been identified with the grain and provision trade since he established himself here. Under the firm name of A. S. White & Co., he has operated in both grain and provisions for cash and future delivery. He has been a heavy exporter to England and distributes large quantities of provisions thru his branch house in Liverpool.

Members of the grain trade look to the new executive to secure more liberal rules for governing trading in corn. His portrait is reproduced herewith.

ALFA, a North African grass, is said to give a fiber preferable to jute or hemp for making bags for sugar, coffee and grain.



A. Stamford White, Chicago, Ill.,  
Pres. Board of Trade.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CALIFORNIA.

San Francisco, Cal., Dec. 22.—Stocks of grain remaining in the state Dec. 1, 1917, not including stocks held in farmers' private granaries, were as follows: Wheat, 2,142,704 cents; barley, 6,815,360 cents; oats, 462,370 cents; corn, 235,660 cents; and rye, 9,900 cents, compared with wheat, 2,055,540 cents; barley, 4,835,120 cents; oats, 180,460 cents; and rye, 23,540 cents, on Dec. 1, 1916.—Henry C. Punker, chief grain inspector, Chamber of Commerce.

### ILLINOIS.

Industry, Ill., Jan. 7.—We believe that we have led other dealers in buying corn of the new crop, and if any have beaten us we would like to hear from them thru the columns of the Journal.

Since Nov. 3, 1917, we have bot 50 carloads, averaging 1,350 bus. each, of new corn from farmers, and this has been shipped. It was all bot outright without grade, and none of it was shipped for the farmer. Of the 50 cars, only 1 car of this corn graded at destination, the most of it testing 24% to 29% moisture.

We estimate that at the present time the farmers have 75% of the corn crop, 40% of it being still in the field and of poor quality. They also have 30% of the oats, but no wheat or rye.—Bain Sullivan & Co.

### INDIANA.

Elwood, Ind., Jan. 9.—Corn is in such condition that it is impossible to handle it and we doubt if we will be able to ship any this winter.—The Jay Grain Co.

Evansville, Ind.—Owing to the fact that the lower Ohio river and its tributaries have been closed to navigation most of the time during the past 5 weeks, corn deliveries at this market have been light and the prices are steadily advancing. No corn is being moved by boats, as no boats are able to run because of the heavy ice in the river. Thousands of bushels of corn along the Wabash and White rivers are in crib, and it will not be possible to move the grain until the ice has melted and run out of these rivers.—C.

### IOWA.

Des Moines, Ia., Dec. 28.—Very little grain is moving in this section, but with cars at hand corn and oats would move freely at the prevailing prices.—A. McArty, mgr. W. H. Perrine & Co.

### KANSAS.

Kismet, Kan., Jan. 2.—Movement of the grain sorghums is about over.—R. A. Ely, agt. The L. H. Pettit Grain Co.

Cairo, Kan., Dec. 22.—Grain movement is slow on account of the car shortage, and it is difficult to make anything on account of the price fixing.—John Megaffin.

### LOUISIANA.

New Orleans, La.—Exports of grain thru this port during the month of November, 1917, were: Wheat, 48,198 bus.; corn, 82,835 bus.; oats, 582,688 bus.; and barley, 982,555 bus., compared with wheat, 2,288,352 bus.; corn, 120,440 bus.; and oats, 70,150 bus. in November, 1916. The total exports since July 1, 1917, were: Wheat, 3,124,143 bus.; corn, 999,341 bus.; oats, 6,418,690 bus.; and barley, 7,445,626 bus., compared with wheat, 9,480,930 bus.; corn, 1,273,546 bus.; oats, 235,075 bus.; and barley, 471,351 bus., for the same period of 1916.—Geo. S. Colby, chief grain inspector and weighmaster, Board of Trade.

### MICHIGAN.

Lansing, Mich.—The total number of bus. of wheat marketed by farmers in December at 66 mills and 82 elevators was 209,352 bus.

Fifty-seven mills, elevators, and grain dealers report no wheat marketed in December. The estimated total marketings of wheat in the 5 months, August-December, was 3,500,000 bus. Grain threshed in the state up to and including Dec. 22 was as follows: Wheat, 13,605,768 bus.; rye, 4,520,197 bus.; oats, 44,589,049 bus.; barley, 3,307,919 bus.; and buckwheat, 330,953 bus.—Coleman C. Vaughan, sec'y of state.

### MISSOURI.

King City, Mo., Jan. 3.—Our farmers are expecting more than present prices for corn and oats. Most of the corn is in crib, where it is being held.—Albert Van Meter.

### NEBRASKA.

Wilber, Neb., Jan. 2.—Farmers would sell their grain if we could get cars. Car situation far worse than last season.—Farmers Elevator Co.

### NEW YORK.

Buffalo, N. Y.—Receipts of grain at the port of Buffalo are 147,000,000 bus. for the season just closed, compared with 191,000,000 bus. received during the season of 1916. All the wheat arriving here is to be unloaded, leaving no winter storage wheat afloat. There are 5 vessels here with winter storage oats and 2 with winter storage flax, aggregating 2,500,000 bus. of grain in winter storage, compared with 29,000,000 bus. last winter.

### OKLAHOMA.

Fairview, Okla., Dec. 29.—During the season, up to the present time, about 200 cars of grain have been shipped from this station. Practically all of the grain is in.—P. M. Berry.

Oklahoma City, Okla., Jan. 1.—The farmer still has on hand from the 1917 crop 38% of corn, 12% of wheat, 23% of oats and 52% of kafir and milo. Having consumed and marketed during the past month 15% of corn, 6% of wheat, 6% of oats and 17% of kafir and milo.—Frank M. Gault, pres. State Board of Agri.

### TEXAS.

Galveston, Tex.—Exports of grain thru this port for the month of November were as follows: Wheat, 18,591 bus.; barley, 127,921 bus.; and rye, 108,745 bus., compared with 1,251,837 bus. of wheat in November, 1916. Total exports since July 1, 1917, were: Wheat, 2,134,224 bus.; corn, 299,756 bus.; barley, 852,703 bus.; and rye, 108,745 bus., compared with wheat, 8,505,028 bus.; and barley, 48,113 bus. during the same period the previous season.—H. A. Wickstrom, chief inspector, Board of Trade.

### WISCONSIN.

Every county in Wisconsin will import corn in amounts varying all the way from 5,000 to 250,000 bus. each. The largest consuming counties appear to be Waupaca, Winnebago, Columbia and some of the adjacent counties. Ashland, Bayfield, Douglas, Vilas, Washburn and other counties in

the northern part of the state also are large importers of corn. Practically every county in the northern, eastern and in the southeastern parts of the state will ship in oats. On account of the severe damage to corn a much larger proportion than usual of the oat crop will be fed on the farms.—Grain and Hay Market Reporting Service.

## New Clause in Elevator Agreement with Grain Corporation.

On account of the one-sided character of, and the inadequate compensation provided by, the elevator agreement of the Grain Corporation one-half the country grain elevator operators have not yet signed the agreement.

The original agreement was faulty in two respects. It provided no way for the grain dealer to release himself from the agreement, while giving the Grain Corporation the privilege of cancelling the agreement at any time on 30 days' notice. The compensation for use of the storage space is only 1/15 cent per day per bushel, and this only on wheat ordered by the Corporation to be retained in the elevator. This 1/15 expressly covered "storage, insurance and interest."

On Jan. 2 the Grain Corporation offered a new clause in the agreement granting 7/20 of a cent per bushel per week, to cover "insurance and interest," on wheat held over a week for lack of cars, and not held in the elevator by the Grain Corporation. On 10,000 bus. this is \$5 per day, while the interest on \$20,000 for one day at 6% is \$3.33, and the insurance cost about as much more, leaving the dealer with a small loss. This is in line with the policy of the U. S. Food Administration, to limit the profits of the grain dealers by preventing them from making any. Grain dealers will fail to understand why they should be asked to do business at a loss when the millers are allowed to take 25 cents per barrel profit over and above all expenses, the packers 9 per cent on the investment, and the coal mine operators get increases in selling prices. One reason for the slender returns thru the agreement with the Grain Corporation is that the Corporation, while in possession of the credit of the government to make good a decline in the market on wheat, has only its one per cent commission to cover other expenses. The managers of the Grain Corporation are giving the trade as favorable a deal as their means permit. The only real rem-

## Exports of Grain Weekly.

	Wheat		Corn		Oats	
	1916-7.	1915-6.	1916-7.	1915-6.	1916-7.	1915-6.
July 1 to June 30...	281,130,000	359,355,000	51,662,000	36,620,879	119,166,000	113,876,000
Dec. 29.....	3,162,000	3,688,000	420,000	545,000	4,791,000	2,570,000
July 7.....	4,399,000	7,071,000	327,000	1,375,000	2,351,000	4,299,000
July 14.....	8,107,000	7,963,000	356,000	1,749,000	3,800,000	3,411,000
July 21.....	4,964,000	8,327,000	1,302,000	1,027,000	3,296,000	3,065,000
July 28.....	2,424,000	6,891,000	533,000	1,353,000	3,684,000	3,381,000
Aug. 4.....	4,757,000	7,032,000	994,000	1,738,000	3,442,000	4,403,000
Aug. 11.....	4,670,000	5,732,000	572,000	1,428,000	1,914,000	4,180,000
Aug. 18.....	4,224,000	5,813,000	53,000	1,279,000	2,741,000	3,447,000
Aug. 25.....	2,280,000	7,316,000	529,000	1,622,000	3,722,000	2,357,000
Sept. 1.....	2,799,000	7,679,000	287,000	1,428,000	1,361,000	1,640,000
Sept. 8.....	3,338,000	6,641,000	1,066,000	863,000	4,890,000	2,744,000
Sept. 15.....	3,903,000	7,235,000	132,000	635,000	3,512,000	1,943,000
Sept. 22.....	1,557,000	5,402,000	172,000	606,000	2,682,000	917,000
Sept. 29.....	2,340,000	7,760,000	542,000	1,055,000	4,801,000	1,642,000
Oct. 6.....	2,379,000	6,894,000	247,000	1,226,000	6,398,000	2,025,000
Oct. 13.....	4,293,000	6,314,000	87,000	276,000	3,500,000	2,897,000
Oct. 20.....	2,249,000	4,329,000	27,000	917,000	2,497,000	1,782,000
Oct. 27.....	2,533,000	4,478,000	270,000	535,000	2,476,000	893,000
Nov. 3.....	1,572,000	5,235,000	628,000	991,000	2,560,000	1,241,000
Nov. 10.....	2,982,000	4,481,000	334,000	462,000	1,915,000	1,987,000
Nov. 17.....	2,655,000	4,575,000	59,000	303,000	2,092,000	2,187,000
Nov. 24.....	3,353,000	5,208,000	164,000	582,000	1,246,000	1,108,000
Dec. 1.....	2,800,000	5,076,000	137,000	250,000	1,804,000	2,080,000
Dec. 8.....	4,294,000	5,339,000	31,000	279,000	1,589,000	2,533,000
Dec. 15.....	3,521,000	4,508,000	229,000	119,000	2,237,000	1,094,000
Dec. 22.....	4,546,000	2,939,000	321,000	269,000	1,108,000	1,584,000
Jan. 5.....	2,191,000	6,064,000	177,000	580,000	1,966,000	1,492,000
Total .....	92,298,000	160,040,000	11,476,000	23,492,000	78,375,000	62,902,000



edy for the situation is a change in the price regulation, raising the price step by step and month by month, so that the users of storage space would be compensated for it.

Following is the new clause in the elevator agreement:

The proprietor agrees, in the absence of any contrary direction under the grants aforesaid, to ship all wheat owned by the proprietor in the elevator in the regular course of business as fast as cars are available, and to use all due diligence in obtaining cars for such shipments, and agrees that in purchasing wheat at country points the price to the seller will not be depressed by the possible expense of carrying wheat in the elevator due to car shortage. In case the proprietor, from and after the date of his first weekly report in January, 1918, to the United States Food Administration, shall be unable to ship in any week covered by the time embraced in any weekly report, such total quantity of all grains, including shipments of wheat, corn, rye, oats, barley, as make the equivalent of at least 20 per cent of the amount of wheat (wheat only) in the elevator at the beginning of such week, the Grain Corporation agrees to pay to the proprietor, to cover insurance and interest for such week, seven-twentieths of a cent, per bushel, on the amount of wheat in the elevator at the beginning of such week. For the purposes of this paragraph, wheat retained in the elevator pursuant to the provisions of Article First, Clause (a) hereof, shall be deemed equivalent to shipment, but on all wheat so retained, the Grain Corporation will make payment to the proprietor in accordance with the provisions of said Clause (a).

Clause a. (old.) The proprietor grants unto the Grain Corporation the right at any time to direct the retention in the elevator of all or any part of such stocks of wheat owned by the proprietor as may at the time of such direction be in the elevator, and similarly to direct the retention of stocks of wheat which may be accumulated in his ownership at any time thereafter, and the proprietor agrees to abide by and perform such direction, and the Grain Corporation agrees to pay the proprietor from the date of such retention until relinquished or the grain is shipped or delivered in accordance with its direction, a rate of one fifteenth (1/15) cent per bushel per day, which rate covers storage, insurance and interest.

I AM SURE I would not want to be without the Grain Dealers Journal.—J. E. Morris, Primghar, Ia.

## Wheat Movement in December.

Receipts and shipments of wheat at the various markets during December, 1917, compared with December, 1916, were in bushels as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Winnipeg	16,917,250	23,434,700	.....	.....
Minn'polis	7,779,880	10,457,360	2,989,830	.....
New York	4,428,000	6,860,900	4,045,221	5,638,577
Duluth	3,057,631	4,320,017	3,559,346	6,165,980
Baltimore	1,779,415	2,835,292	2,307,639	2,645,868
Kan. City	1,586,250	4,546,800	328,050	5,547,150
St. Louis	1,109,955	2,541,824	977,950	2,205,080
Omaha	1,048,800	1,592,400	78,900	1,734,000
Chicago	1,006,000	3,630,000	523,000	2,677,000
Cincinnati	584,220	380,008	601,230	510,144
Milwaukee	476,530	940,800	128,894	719,836
Toledo	412,800	141,900	130,700	261,800
Detroit	176,000	108,000	20,000	83,000
Indianapolis	66,250	69,000	25,000	6,000
San Francisco, tons	22,341	10,272	.....	.....

## Corn Movement in December.

Receipts and shipments of corn at the various markets during December, 1917, compared with December, 1916, were in bushels as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago	6,228,000	10,311,000	2,223,000	5,182,000
Omaha	2,359,000	1,965,000	1,318,800	1,178,100
Kan. City	2,187,500	1,585,000	1,227,500	806,250
St. Louis	1,547,310	1,896,180	939,160	948,800
Ind'polis	1,343,750	2,836,000	407,500	1,004,000
Milwaukee	1,003,600	1,783,540	321,280	1,069,202
Minn'polis	977,650	1,598,960	630,700	1,225,040
Cincinnati	616,583	1,173,782	352,203	545,093
Baltimore	349,202	905,783	229,302	351,665
Detroit	191,000	479,000	8,000	125,000
Toledo	163,700	522,600	86,600	212,500
San Francisco, tons	2,315	1,209	.....	.....
New York	36,400	822,800	229,159	159,663

# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

## ILLINOIS.

Dudley, Ill., Jan. 7.—Corn husking is not quite finished, and we have received none of the crop. Cars for oats are very scarce.—Dexter Baber.

## INDIANA.

Evansville, Ind.—Reports from many points in southern Indiana and Illinois and northern Kentucky state that a large acreage of corn that was caught by the early frost last fall remains ungathered in the fields, and that in many instances hogs have been turned into the fields to gain the greatest value possible from it. Over 26 ins. of snow fell in this vicinity during December, and farmers and grain men announce that this snow has acted as a blanket to the growing wheat, and prevented the plant from freezing during the zero weather which has been experienced. Southern Indiana will grow more rye than was ever before known. Many of the farmers in Posey and Gibson counties will plant their ground to rye instead of canteloupes.—C.

## KANSAS.

Kismet, Kan., Jan. 2.—Condition of growing wheat is good, considering our lack of moisture.—R. A. Ely, agt. The L. H. Pettit Grain Co.

## MICHIGAN.

Lansing, Mich., Jan. 5.—The estimated total yield of corn for the state in 1917 was 52,968,436 bus., and it is estimated that 50% of this corn has been stored in silos or abandoned as not worth husking, and for the remaining 50% it is estimated that not over 5%, or a trifle over 5,000,000 bus., is merchantable.—Coleman C. Vaughan, sec'y of state.

## MISSOURI.

King City, Mo., Jan. 8.—Most of our corn is not in condition to shell.—Albert Van Meter.

## Oats Movement in December.

Receipts and shipments of oats at the various markets during December, 1917, compared with December, 1916, were in bushels as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago	8,745,000	8,483,000	6,144,000	6,427,000
Winnipeg	7,051,200	12,078,300	.....	.....
Milw'kee	3,470,070	2,246,160	1,946,742	2,931,917
Minn'polis	2,898,440	1,690,150	4,564,170	2,361,970
Omaha	2,698,000	999,600	2,366,000	1,201,500
St. Louis	1,922,000	1,470,450	1,679,750	1,166,430
Baltimore	1,766,948	2,529,101	1,166,392	2,357,384
Kan. City	1,346,400	419,900	1,264,800	418,500
New York	1,080,000	1,466,000	987,449	825,088
Ind'polis	887,400	461,000	527,400	281,000
Cincinnati	449,141	488,215	354,247	234,534
Toledo	394,400	140,000	105,900	236,300
Detroit	300,000	228,000	31,000	34,000
Duluth	36,791	793,847	79,684	521,732
San Francisco, tons	3,068	4,886	.....	.....

## Rye Movement in December.

Receipts and shipments of rye at the various markets during December, 1917, compared with December, 1916, were in bushels as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Minn'polis	1,267,950	695,290	399,990	869,430
New York	828,500	61,250	569,445	166,155
Baltimore	674,704	1,322,473	1,134,616	1,410,139
Milwaukee	475,580	438,000	217,470	254,694
Chicago	326,000	780,000	188,000	491,000
Omaha	124,300	126,500	128,700	62,000
Cincinnati	97,688	50,458	67,644	21,631
Duluth	83,149	342,887	129,233	144,599
Detroit	63,000	35,000	9,000	13,000
St. Louis	34,300	63,800	31,010	38,960
Kan. City	33,000	30,800	36,300	3,300
Indianapolis	12,500	6,000	7,500	1,000
Toledo	17,400	11,000	20,700	5,200

## NEBRASKA.

Wilber, Neb., Jan. 7.—New corn badly damaged, a large percentage of it being soft. Growing wheat apparently all right yet, but ground very dry.—Farmers Elevr. Co.

Tarnov, Neb., Jan. 1.—The corn crop in Platte county is an average, the yield being about 35 bus. per acre, but much of it is soft. We have told farmers to sort the corn before taking it to market, to obtain better prices.—A. F. Paprocki, agt., T. B. Hord Grain Co.

## NEW MEXICO.

Roswell, N. M., Jan. 2.—Very little farming is done here, and little grain is grown. This is a cattle country.—Fred G. Zobisch.

## OHIO.

Columbus, O., Jan. 1.—The condition of wheat shows a decline of 2 points since the report of last month and is now 38% of an average. Much of the wheat that had been seeded late failed to get a vigorous start; in fact the plant in some fields was barely perceptible. The fact that there has been no alternate freezing and thawing is favorable to the plant, and that which has made little or no appearance may be protected at the roots and shoot forward in the spring. Another condition favorable to the wheat in general is that preceding the zero weather of December, a good covering of snow fell, thus affording protection that will be of great benefit. Corn was late in maturing, was damaged by frost and wet weather, consequently a great deal was unmerchantable and will be fed. Where the greatest care was not exercised in sorting for the crib, the result is shown in the appearance of mould, which is having its effect in reducing the general condition of corn in the crib, the estimate now showing 67% of an average, as compared with 92% one year ago.—N. E. Shaw, sec'y of agriculture.

## OKLAHOMA.

Oklahoma City, Okla., Jan. 1.—The growing condition of wheat for the state is 62%. This is an increase of 11% over that of last month, while the condition on the same date last year was 81%. The condition is the lowest in the western and extreme southwestern counties, and the best condition is found in the northern and north-eastern counties, where good snows during the past month have greatly benefited the crop. Scarcity of moisture seems to be the only thing holding back conditions. The acreage sown to wheat shows a decrease of 2% as compared with the acreage sown at the same time last year. Our estimate of the 1918 wheat acreage is 2,797,000 acres.—State Board of Agri., Frank M. Gault, pres.

## SOUTH DAKOTA.

Madison, S. D., Jan. 3.—The condition of the corn is such, because of the excess of moisture, that every one is wondering what to do with the soft stuff.—T. A. Johnson & Son.

## TEXAS.

Fort Worth, Tex., Dec. 31.—Owing to the lack of moisture in a large part of the state where wheat is raised the acreage was greatly decreased in many places, and especially in the soft wheat district and, owing to the severe cold and dry weather, the condition is not very flattering.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

## Barley Movement in December.

Receipts and shipments of barley at the various markets during December, 1917, compared with December, 1916, were in bushels as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Minn'polis	3,917,790	2,416,870	2,103,280	2,263,860
Chicago	2,206,000	2,873,000	704,000	770,000
Milw'kee	2,079,280	1,880,000	478,915	248,846
Winnipeg	1,154,400	1,329,900	.....	.....
New York	607,275	1,147,325	237,233	379,344
Duluth	278,271	148,330	598,426	1,551,427
Omaha	226,800	126,000	271,800	59,000
St. Louis	118,400	160,000	28,100	5,080
San Francisco, tons	7,662	9,392	.....	.....
Cincinnati	108,222	350,531	1,240	6,432
Kan. City	27,000	108,000	66,300	70,200
Baltimore	2,676	186,802	.....	34,899
Toledo	600	.....	.....	.....



### Open Market Benefits.

Republics are notoriously ungrateful. Dropping the "re" does not change the disposition of the "public" that is left. Republics forget. Publics condemn because they do not understand. One of the perquisites of American citizenship is the right to condemn unheard, a right that is diligently exercised.

Demagogues, with an attentive ear ever to the ground, wait to catch the trend of public thought and to capitalize causes founded on irresponsible generalities. They ride the successive outbursts against the railroads, Wall street, the grain exchanges, public utilities, "Big Business" and other evidences of enterprise, progress and prosperity.

One instance of abuse sets the tongues of millions wagging, the pens of thousands scratching, and the result is another crusade against "predatory interests." Crusades against established practices and vested interests thus break out in new spots and culminate in legislative enactments.

The purpose of a grain exchange has always been more or less, usually more, misunderstood and its functions misconstrued. In the public mind the grain exchange is solely or largely, depending on the intelligence of the person, a device by which men manipulate the price of grain and gamble in futures, the outcome of their activities and conspiracies being to perpetrate frauds, hardships and burdens on the public. Such opinions and conclusions are supported, if at all, by isolated instances of the misuse and abuse of the exchanges' facilities for open trading.

Maintaining an open market where grains may be bought or sold by any responsible individual, the transactions being conducted under the very best conditions by responsible men and institutions is an accomplishment which should be acclaimed. The cost of selling, that is the spread between the price received by the producer and that paid by the miller, is infinitesimal when compared to the cost of marketing other products.

An owner of grain of standard quality, or even of sample grades, can during exchange hours find a buyer who will take his holdings "at the market" on a moment's notice. Secondary owners of textiles, steel, lumber, coal and other products of standard quality must seek out a buyer at a great expenditure of time and money and then must reduce the price to an attractive figure. Having bought right the second purchaser can afford to sell at a big reduction and thus temporarily, at least, disturb trade conditions in that line.

Without an open market the country elevator man could not well afford to buy any and all grain offered. If it were not possible for him to protect himself by reselling the grain immediately he necessarily would adopt a radically different course from that now pursued. In the absence of central market exchanges, if handling a sufficient volume of business he would put salesmen on the road to solicit orders. If operating on a small scale he would take the grain and consign it to that market which, in his opinion, could use it to the best advantage and it would be sold on arrival just as are other farm products.

An open grain market free from governmental interference makes it possible for flour millers to make contracts for the milling and delivery of flour at any period within the range covered by active futures. By "hedging" they may protect themselves against wide price fluctuations which otherwise might and in many cases would bring about financial failure.

The losses and gains caused by changing prices are distributed among many operators in very small portions. Turning on an "eighth" is the practice of many traders, and these quick turns give a live, active, absorbent, resilient market at all times capable of absorbing whatever is offered.

All trading in grain on an exchange is carried on by men of probity who are financially responsible. These men concluded years ago that instead of running about the country, handling grain in small quantities on a wide margin, they would save traveling expenses, other than those of the necessary buyers, and would get together on common ground and trade on a margin of profit smaller than ever before used in the business world. That determination was carried out and the method has been built up and strengthened from year to year. The country has profited by reason of this inexpensive method of marketing grain.

Ordinarily grain traders do not suffer heavy losses. Merchandise frequently is sacrificed for 33% to 60% of its original wholesale value. Grain never is marked down in that way. The open market serves as a safety device for distributing the "spread" among many operators, when changing relations in supply and demand bring about increases or declines in prices.

The law of supply and demand has been suspended with respect to wheat and rye. Grain traders are being taxed at rates which probably will necessitate wider margins of profit. Systematically it would seem the country is being educated to believe the open market for grain is a detriment and one of the country's enemies which should be destroyed.

Fiat maximum prices for grain, however imposed, may work under conditions which now prevail. Fiat minimum prices for grain when the cribs, bins, elevators, rolling stock, terminal storage houses and flour mills are filled to overflowing would call for a system of subsidizing on a scale never before considered, and all for the benefit of the producer of grains.

There is nothing in price fixing as now carried on for any other element of the trade than the producer. The grain trade has acquiesced because the Food Administrator insists it is for the good of the cause. Open market benefits, like other efficient elements of our commercial life, should be safeguarded pending the return of normal trading conditions. If that is not done the fruits of years of hard work by earnest, farseeing men will have been dissipated. Members of the grain trade, as well as the producers and consumers are vitally interested in the maintenance of an open market. Think it over.

NEGOTIATIONS are under way between the entente allies and Argentina for the purchase of large quantities of grain, said to be 10,000,000 bus., including 2,500,000 bus. of wheat. Minimum price for wheat is \$1.12½, the maximum \$1.73¼; oats, minimum is 43¼c; flaxseed \$1.61. Corn is not affected by this deal. The allies are to furnish shipping which now is being used in handling corn. Uruguayan newspapers are expressing dissatisfaction with the arrangement on the ground that Uruguay, having broken relations with Germany, should receive preference over Argentina in the selling of crops, and urge, also, that the latter has taken no action against Germany. Another complaint made is that the allies have taken no steps to solve Uruguay's shipping problems.

### Field of White Corn Joins the Red Cross.

By a freak of nature there grew on the farm of C. C. Curtis near Albion, Ill., an ear of white corn with an almost perfect red cross on one side near the top, as shown in the engraving.

Mr. Curtis found the ear while shucking some fodder, and took it to town, where he was offered fabulous prices for the curiosity. It has since been shown at the Albion, Mt. Carmel and Mt. Vernon Fairs, and he has sold over 2,000 post-card photos of it.

The finding of white ears with red kernels is common, but never before has one been found with the red kernels arranged in the form of a cross. The 9 red kernels are the only red kernels on the ear, which is 9 inches long to where it is broken off.

HAVE BEEN taking the Grain Dealers Journal almost all the time since we engaged in business here 17 years ago, and could not do without it.—Risser & Good.

I SECURED a position thru the want ad dep't of the Grain Dealers Journal, and I surely recommend the Journal to any one, either in the grain business or looking for a position.—F. L. Rasmussen, mgr. The Farmers Elvtr. Co., Strandquist, Minn.

EXPORTS from the United States for November were valued at \$488,000,000, being \$55,000,000 less than for October, and \$28,000,000 below those for November, 1916. For eleven months goods to the value of \$5,639,000,000 were exported, against \$4,959,000,000 for the corresponding period preceding.



Red Cross Grown in Field of White Corn.



## An Opportunity.

BY CAL.

It is not at all remarkable that Examiner Wilson of the Interstate Commerce Commission, after hearing and considering the vast mass of testimony introduced by the carriers and the grain trade in the Commission's investigation of the shrinkage of grain in transit and the practices of the carriers in handling claims for loss of and damage to grain in transit, should have felt moved to recommend that the whole matter be settled by a co-operative arrangement between the railroads and the grain dealers. It is not remarkable that he should recommend this, because it is quite obvious to all that an equitable solution of the difficulty can only be brought about by the adoption of a plan that will substitute fairness and efficiency for the unfair and inefficient methods in vogue at present; and that is the thing which Examiner Wilson would have done.

The grain trade has long wished for just such a system as he recommends, and it stands ready to do its part to make that system a success. The plan must be founded upon a mutual desire to end for all time the strife that has existed during all of the years which have elapsed since the first grain claim was filed; and the system itself must be broad enough to meet satisfactorily all of the varied conditions present or that will arise in the future. To meet these requirements it must be evolved by able minds from each side, after careful study and analysis of the entire subject. Fortunately, this can be accomplished, provided there is a mutual desire for its accomplishment. Until proven otherwise that desire will be presumed to exist.

The subject will naturally divide itself into three phases, which, because those names are generally familiar, may be styled Shrinkage in Transit, Weights, and Condition of Equipment.

First it must be determined whether grain does, in fact, lose weight while in transit thru the evaporation of moisture, or whether there is an increase in weight because of the absorption of moisture. If the result supports the claim of the grain dealers that shrinkage is never a general condition, but that each shipment must be considered upon its merits and without regard to any other shipment, then it will be necessary to perfect a plan for applying the principle of shrinkage or increase to each shipment. That this necessity will arise is inevitable, and when it is successfully met the matter of shrinkage in transit will have been satisfactorily disposed of. The instrument which will be of greatest service in solving this problem is the moisture tester, and it will also be necessary to employ it in applying the principle that is perfected by the conferees.

The question of shrinkage upon an individual shipment can be determined accurately when the moisture content at the time of loading and at the time of unloading is known; and all that then remains to be done is to perform a simple mathematical calculation to determine the amount which should be deducted from, or added to, the quantity of apparent loss to learn the weight for which payment should be made.

The second and third divisions, which have been referred to as Weight and Condition of Equipment, are to a certain extent related and inseparable. Weight, both loading and unloading, must be determined over scales that are properly installed, and that are carefully maintained

and operated under a system of supervision which will give to each weighing an unquestioned correctness.

Condition of Equipment will concern itself with both scales and elevator facilities, and with the cars in which the grain is transported. The grain dealer (both shipper and receiver) must maintain his scales and elevator in satisfactory condition, and the railroad must keep its box cars properly repaired. If either fail in his duty he must be so penalized as to protect the other against loss.

To achieve all of these results an agency must be created to administer the plan which is finally agreed upon, and the necessities of the case will require that this agency be not wholly of the carriers or of the grain trade, yet that it be created by co-operative action, maintained by mutual effort and contribution, and, above all, that it have the fullest confidence and friendly support of both grain dealer and railroad.

The experience of the past has proven that the shortage problem cannot be solved by any single act of either the carriers or the grain trade, and that it cannot be satisfactorily met by any plan which does not give full consideration to each of the several factors mentioned. It is true that the task of developing the system is a large one; but it is also true that the benefits to be derived from a workable and enduring plan are of the utmost magnitude. And, for that reason, an opportunity is now presented to the carriers and the grain trade to achieve a thing that will reflect lasting credit upon both.

Will the opportunity be seized, or will it be permitted to pass because of a selfishness which is not willing to admit that the better way is the best way?

## Wants His Name Spelled Correctly.

The writer has a name that has been spelled in eleven different ways.

The correct way is MAYER. He's had it spelled Maher—Maer—Mayor—Mahr—Maer—Myer—Meyer—Mier—Maier, but a letter today goes TOO FAR; the party addressing same to MR. MIRE. —From Zahn's Red Letter.

ITALY produced 3,810,002 metric tons of wheat in 1917, compared to 4,804,400 tons in 1916. Production in Lombardy was 324,500 tons against 498,500 tons in 1916, figures being supplied by the Ministry of Agriculture, Rome.

## A Garner Valve Protector.

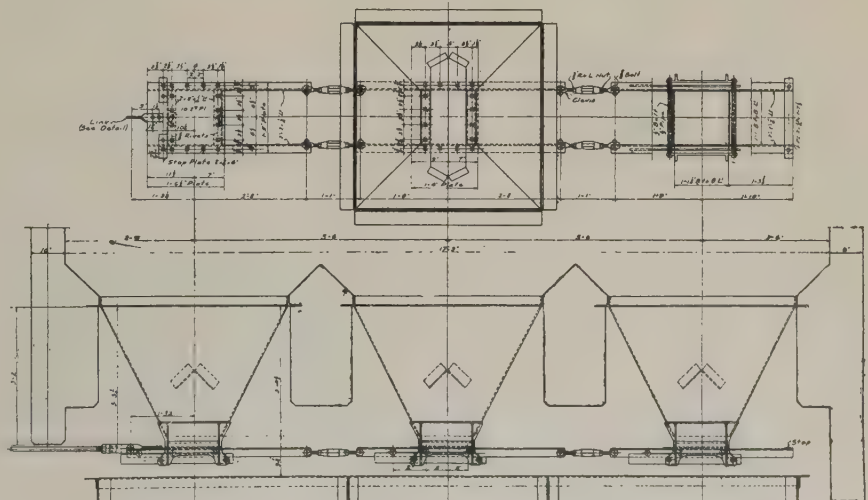
Until a few years ago it was a common practice with builders of terminal elevators to provide one to four hopped openings in the bottom of every garner above the scale hoppers of the large terminal. One opening would have sufficed to let out the grain, but when an elevator leg of large capacity is dumping a stream of grain into a garner, it is necessary to empty it quickly and frequently, in order to prevent grain backing up into elevator head.

Along with other improvements designed to facilitate the work of the weighman and keeping more perfect control of the stream of grain passing from the elevator head to the scale hopper, came a further increase in the number of hopped openings in the bottom of the garner. It is now common practice with designers of terminal elevators to provide for nine hopped openings in the bottom of each garner. This not only reduces the time required to fill the scale hopper, but also reduces by several feet the requisite height of the cupola necessary to accommodate the garner, and thereby reduces the cost of construction.

With the adoption of the nine hole garner, the number of drafts which the scale could weigh each hour was nearly doubled. The only reason this improvement did not effect even a greater increase in the number of drafts it was possible to feed into the scale hopper, was that small grain would get into the valves, closing the outlets of the garner, making it difficult for the weighman to control the flow of grain. In due course of time some enterprising engineer devised the hog back shelves illustrated herewith, which sustain the weight of grain above and prevent its bearing heavily on the garner slide, so that the weighman is able to operate the slides of garners equipped with hog back shelves much more easily and quickly, thus further facilitating the weighing of grain.

Illustrated herewith are sectional and plan views of the hog back shelves installed in the Pennsylvania Elevator, erected at Erie, Pa., for the Erie & Western Transportation Co., recently by the Folwell-Ahlskog Co.

ADVANCES in the price of coal by sending revised invoices is not permissible by wholesale coal dealers and miners on coal shipped after Nov. 16. On coal shipped prior to Nov. 16 no revised invoices are proper unless based on contract specifically providing for increase.



Hog Back Shelves in Garner Hoppers of Pennsylvania Elevator at Erie, Pa.



## War Affecting the Grain Trade.

LICENSEES are forbidden to abbreviate "United States Food Administration License Number."—F. A.

"BAR the use of cereals in gin," is the demand made on the government by the Chamber of Deputies of France.

LOOKS LIKE big mills and Hoover are in a combine to force small mills out of business.—Wagner Milling Co., Pedro, O.

FRANCE may order a further reduction of 20 percent in its bread ration. Pastry may now be served on Sundays and holidays only.

ONE MILLION bus. of Pacific Coast wheat is said to have been ordered to Minneapolis by the Food Administration for milling.

POTATOES are replacing wheat in Sweden. Three shiploads from Germany recently reached Copenhagen with cargoes aggregating about 3,000 tons.

ENGLAND lost 0.7 per cent of its wheat in transit during October against a loss of 3.3 per cent in September, announced Sir Chiozza Money in Parliament.

POTATO FLOUR is to be made in England and Ireland, the government establishing and operating the factories. This flour will become a staple food product.

SEVEN DUTCH STEAMERS, grain laden in Baltimore, awaiting permission to sail, have found it necessary to have their cargoes removed, dried and returned.

FRANCE and Switzerland have just completed a new commercial convention providing for facilities for the transportation of American grain thru France to Switzerland.

ALL EXPORTS, even those to Great Britain, have been forbidden by Canada, except by permission to the licensees. Grain, meats, beans, seeds and like products are included.

OVER \$1,000,000 insurance has been written on American ships and their cargoes by the Treasury's Bureau of War Risk Insurance since its creation, Sept. 2, 1914. Premiums received have exceeded losses by \$12,888,000.

BEAN CANNERS have been given permits to pack 25 per cent of white and colored beans, as indicated in estimates of their requirements up to March, 1918, the estimates recently being submitted to the Food Administration.

FOOD, in my opinion, should have priority of tonnage and finance. There has been an enormous increase in wages and this increases the difficulty of getting down the price of food.—Lord Rhondda, Food Controller for England.

SWITZERLAND'S food supply is declining rapidly, current rations being less than in many of the countries at war. Rations now call for one and a half pounds of sugar a month, half pound of bread a day and one fifth pound of butter monthly.

HENRY E. HALLIDAY, of Cairo, Ill., oat buyer for the army with headquarters in Cairo, has resigned owing to poor health. Mr. Halliday was selected by the Food Administration, when that organization began to aid the government in grain buying, as a member of the advisory oats committee. He operated in Chicago, largely. The government now has 6,000,000 bus. of oats on hand the greater part of which was bought at about 60 cents last summer. Mr. Halliday will keep in touch with the war department but expects to spend the winter in Florida.

RUSSIAN millers are credited with insisting on the abolition of the grain monopoly and the repeal of fixed prices. Peasants are said to be refusing to sell their grain because prices do not conform to existing conditions of the merchandise and labor markets. Some mills have shut down for lack of grain.

FREDERICK B. WELLS, vice-president of F. H. Peavey & Co., is aiding the quartermaster's department of the army to organize a new warehousing division. He has been in Washington on the work three weeks and as a result has been offered a high commission in the quartermasters corps, but has not yet accepted.

WHEAT which is graded down or graded "Mixed" solely because of an admixture of wheat of another class, or other classes, may be discounted and priced on its merits, but in no case higher than 4c under the No. 1 grade of the predominating sub-class in the mixture.—D. F. Piazsek, agt. U. S. F. A. Grain Corp.

FRANCE is to receive 1,500 farm tractors thru the United States Food Administration. One hundred are now on the way and the entire lot will be in France in time for the spring plowing. This action was taken to increase the effectiveness of farm labor and increase production, thereby lessening the demand for shipping to carry foods and feeds.

SHORTAGE of oats in Greater New York is causing much confusion in the trade. Inability to secure large supplies from the west has caused prices to advance to 92@93 cents. Distributors do not carry large stocks fearing they will be cited as food hoarders. This light on the situation is thrown by E. S. Lewis, after a short stay in the eastern city.

TO SIMPLIFY the cashing of negotiable instruments with enemy endorsements thereon the war board authorizes their payment at sight if the enemy character arises from the endorsement, but if collected for an enemy or ally of an enemy the proceeds must be reported by the party making the collection and held subject to the disposition of the Alien Property Custodian.

THIS COUNTRY has exported since July 1 more than the total exportable surplus of wheat and some other exportables out of this year's crop if domestic consumption is to be maintained at normal levels. Towards the end of this crop year (next May and June) we may see the tightest condition in regard to wheat and flour that this country has ever known.—Raymond Pearl, statistician of the F. A.

RULES governing the issuance of licenses for exporting goods to Switzerland have been perfected by the War Trade Board and the Swiss Government. Exporters first must secure an S. S. S. permit and show the number of same on their application. Application must be sent to the Legation of Switzerland, 2013 Hillyer Place, Washington, D. C., where the permit number will be checked and, if endorsed, the application will be forwarded to the War Trade Board. If the license is issued by the War Trade Board it will be returned to the Legation of Switzerland, which will give notice to the applicant and ultimately deliver the license to him. Should the application be refused by the War Trade Board both the applicant and the Legation will be so notified. Licenses will not be issued until there is definite information as to the steamer on which the commodities are to go forward.

NORWAY is reported to have received an offer of wheat from the Bolshevik government. This wheat was shipped from America for use in Petrograd and is stored on the Marman coast. The offer is said to have been instigated by the German government. The latter is offering Holland and the Scandinavian countries wheat, but the only known supplies are those in Belgium, other occupied territories and the food of prisoners.

UNLESS corn, oats, rye, rice and barley flours are substituted for wheat flour the mills of the northwest will be compelled to suspend operations. A shortage of about 70,000,000 bus. of wheat makes this necessary. The new flour regulations regarding the 74 per cent extraction will save about 16,000,000 bus., and the remainder will have to be made up with the wheat substitutes, for *there is not enough wheat to carry the mills thru the year.*—A. C. Loring.

A NUMBER of important changes are being made in the Advisory Boards of the Food Administration and other government agencies. Practical men who know each line of business, and who can be of great assistance in securing supplies at low cost, are being sought. It is understood that Robert McDougall, John R. Mauff and J. Ralph Pickell have been appointed as members of the Advisory Grain Board of Chicago. It is said that other important changes will be made.

ENGLAND proposes to extend existing control of commerce for a period of three years following the close of the war. This extension will enable the government to prohibit the importation of goods of specified origin, to prohibit the exportation of goods of any kind and also to prohibit the exportation of all goods to any specified country or place. It is believed the measure will be adopted, the associations of merchants are strenuously opposing continuance of government control after the war.

JAPANESE shipping firms are uncertain what they can do in the way of chartering ships for foreign voyages. Restrictions placed by the government on the use of ships have not yet crystallized in definite form. A report from U. S. Consul Williamson at Dairen, Manchuria, says rates are rising and charters are becoming more difficult to make. Vessels running regularly to Japan between such terminals as Dairen-Kobe are lowering their rates. Soya-bean oil stocks are increasing at Kobe where the price is lower than at Dairen, the point of origin. Millers are looking to America for prices and orders that will enable them to continue operating at full capacity.

MILLS are to charge to shippers the war tax on freight bills on the amount of freight that would have been paid had the shipment been made to the terminal market from which it takes its price. This applies only to elevators in the agreement, under the following ruling: "On shipment directed by the Grain Corporation, Class 'B' of the Agreement with the Elevators provides that, 'the net returns' to the Proprietor F. O. B. the Elevator shall be the same as if shipped to the Grain Corporation's basic terminal market customarily used. The net returns under this definition would have been reduced to the Proprietor by the addition of 3% on the freight, made by the Government taxation, therefore the net returns at a point of origin would be the terminal market price, less the freight, less the additional 3% tax on the freight."



## Designed and Equipped to Serve.

Many features of the new elevator of the Farmers Grain Co., Elliott, N. D., will be of compelling interest to operators in other sections. When, in the spring of 1917, it was decided to wreck the old elevator and build a new one, C. L. Packard, the manager, was instructed to embody in it the most practical and valuable ideas on the arrangement and equipment of country elevators. Prior to formulating his tentative plans Mr. Packard made a tour of the Northwest, inspecting elevators recently built by other companies.

His dominating thought was to build and equip a plant that would enable his company to serve the producers of grain of his section to the very best advantage and carry on its work at a profit. Final plans were drawn by the T. E. Ibberson Co., to whom contract for the construction of the elevator was awarded.

The finished structure, now in operation, is a combination receiving, cleaning and rapid handling house of 50,000 bus. capacity, equipped with five cleaning machines and provided with 28 bins.

Foundation is a reinforced concrete slab, from which rise piers and walls which support the building, thus eliminating all posting under the house.

A commodious working floor is built in the form of a Maltese cross. It is equipped with five cleaning machines, of which one is a Richardson Type D 70-inch Gang Machine, employed to receive the grain; one is a 36-inch Five Apron Richardson Oat Separator; one a Monitor Spiral Mustard Machine; one a Three Cylinder P. & R. Cockel Separator, and one a P. & R. Two Reel Grader and Separator.

Three legs have been put in and

equipped and provision has been made for two other legs which will be installed later. The main legs are operated as twins and are equipped with Ibberson's double distributors at the heads, which permits the operator to use the legs as a unit or independently. One distributor does not interfere with the other at any time.

Four back pits of total holding capacity of 400 bus. receive grain from the cars and deliver to the bins. These are used in connection with the cleaning units.

A 500-bu. receiving pit is provided to take grain from the wagons and deliver to the main legs. All are made to operate from the twin legs and grain may be delivered to both legs at one time or independently as desired, with provision for completely emptying the pits.

All bins are equipped with Ibberson Bin Alarm System, with switchboard on the working floor and bells in driveway and office.

Incoming grain is weighed by an 8-ton Type Registering beam scale, located in the driveway. A Reliance Automatic scale is located in the cupola and used to weigh grain for shipping or for reweighing grain back into the house.

All service bins, of which there are sixteen, are hoppers for use in connection with the cleaning units. All bins are fitted with steel transfer spouts used in connection with cast iron overhead and side bin turnheads.

Driveway is equipped with a 16-foot full platform dump with oil dump control and Packard door attachment, which are big labor savers.

Power to operate the plant is furnished by two engines, located in the basement under the office. One of these is a 20 h.p. Type Y Oil Engine, the other a

15 h.p. Otto Gas Engine. The engines are separate units and both are cooled by a cistern located in the basement. Light is supplied by a generator driven from the main line shaft and located in the power room.

**OPERATING ADVANTAGES.** All dust from the cleaning machines is stored in the dust house located twenty feet from the main building.

One thing that attracts the farmer is the easy grade driveway into the elevator, wide enough for four horses abreast. The quick operating dump makes unloading a very simple process and eliminates long waits. A team shed, with room for six teams, is another valued feature.

Each load of grain is sampled as it arrives and samples retained in individual boxes, of which there are thirty-two holding about one bu. each. The boxes are hung on hinges and may be emptied into the sample pan for testing. All the boxes are numbered and each has a tight cover which prevents mixing. Each lot received is given the same number in the scale book as the box in which the sample is retained.

Manager Packard is a believer in efficiency, for which his pet name is common sense. The sales of dust this year should net the company about \$500. Removal of the dust improves the appearance of the plant and lessens the fire hazard.

In the territory in which this elevator is located the average dockage on wheat direct from the threshing machine is about 10 per cent. Wheat is cleaned for the farmer as it reaches the elevator, at a charge of 2 cents a bushel, and reduces the dockage to about 1 per cent. All screenings are returned to the farmer, whose 70-bu. load of wheat is cleaned in six minutes.

Wheat may be cleaned as it is received from the farmer, or may be stored in any of the twelve bins over the cleaners and the cleaning begun after the wheat is all in. This gives the farmer his screenings, mostly wild oats, in a lump and he can have them ground into feed a load at a time. Provision is made for storing screenings on the driveway side of the elevator, twelve bins being available for this use, or for the storage of feed or seed grain.

This elevator does an extensive seed business, the choicest grain being selected and cleaned. Wheat, durum and barley are offered in car lots. Farmers are taking advantage of the facilities installed and are employing the cleaning machinery to improve the quality of their own seed.

Much of the profit of this plant is derived from savings or by preventing leaks such as may exist at other points.

The original intention was to make this an iron-clad structure but difficulty in securing iron made it necessary to use wood siding. This will be covered with iron as soon as market conditions make a supply available. Thoro lightning rod protection is given, as will be noted by the air terminals on the cone of the cupola, from which, also, floats Old Glory at the top of a thirty-foot flagpole.

PRODUCTION of beer in the United States for the fiscal year 1916-17 was 60,817,379 barrels, an increase of 2,183,755 barrels over the production of the previous fiscal year.

I HAVE ALWAYS been a very strong booster for the Grain Dealers Journal, and do not see how anyone in the grain and seed business can afford to be without this splendid Journal.—L. C. Mendenhall, Lima, O.



An Up-to-Date North Dakota Elevator.



## Seeds

IRONTON, OHIO.—The Germania Seed Co. in the future will be known as the Reliance Seed Co.

LOUISVILLE, KY.—Capital stock of the Wood, Stubbs & Co., has been increased from \$125,000 to \$250,000.

A NUMBER of Indiana millers have agreed not to grind any more 1916 corn, thus saving this grain for seed.

CHEHALIS, WASH.—H. W. and A. Whitacre and E. H. Thompson have incorporated the Wesco Seed Co., with capital stock of \$10,000.

AURORA, NEB.—E. G. Raymers, of Marquette, Neb., announces his intention to move to this city and intends to conduct his seed business on a larger scale than heretofore.

BATAVIA, N. Y.—A site for a seed and grain elevator here has been purchased by Edward M. Senftle and Clive Cottingham of the Interstate Grain & Seed Co., Buffalo.

CONGRESS is asked to appropriate \$6,000,000 to enable Secretary Houston of the Department of Agriculture to buy and sell seed to the farmers at reasonable prices.

REFREEE in bankruptcy in the case of R. B. Hutchcraft, Sr., seedman of Paris, Ky., has ordered distribution of available funds, totaling at this time about \$75,000, among unsecured creditors who hold claims aggregating approximately \$155,000.

SAN FRANCISCO, CAL., Dec. 22.—Stocks of beans remaining in the state Dec. 1, 1917, not including stocks held in farmers' private granaries, were 1,936,193 sacks, compared with 2,032,942 sacks on Dec. 1, 1916.—Henry C. Bunker, chief grain inspector, Chamber of Commerce.

BUFFALO, N. Y.—A seed and grain elevator probably will be erected on the property, recently acquired by the Interstate Grain & Seed Co., of this city, which adjoins the tracks of a branch of the New York Central Railroad. The ground is 33 by 182 feet.

CLOVER SEED stocks are light, prices very high and demand a bit uncertain. Production in England was very light but exports of seed are small. High prices may limit demand. Some dealers are handling clover seed on the basis of a quick turn and a sure profit.

VERMONT farmers are said to be demanding and receiving better seed. Recent tests by state authorities of 355 lots of agricultural seed, for purity and germination, showed that 2 per cent of the guaranteed seed was deficient in purity when the results of tests were compared with statements made by seed merchants. About 8 per cent of the seed was not guaranteed, as required by law.

### Flaxseed Movement in December.

Receipts and shipments of flaxseed at the various markets during December, 1917, compared with December, 1916, were in bushels as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Duluth	845,262	1,548,863	773,855	2,696,508
Winnipeg	744,700	984,500	.....	.....
Minneapolis	613,670	1,044,740	117,570	117,960
Chicago	96,000	265,000	8,000	1,000
Milwaukee	64,130	23,400	.....	.....
Kan. City	.....	1,000	1,000	.....
New York	37,700	264,800	.....	.....

EVANSVILLE, IND.—William H. Small, pres. of the W. H. Small Seed Co., fell down an elevator shaft at the company's building Dec. 31 and shattered the bones in his right leg. It was necessary to amputate the leg above the knee. Mr. Small, who is over 63 years of age, stood the operation very well and indications are favorable to his recovery.—C.

LEWIS L. MAY, founder and for many years the active head of L. L. May & Co., St. Paul, Minn., died recently at his home in that city. Mr. May was one of the pioneer seedmen of the northwest and an active factor in the affairs of the American Seed Trade Ass'n. The business will be continued by his son, L. L. May, Jr., who has been active in the management for the last two years.

SEED GROWERS and seed dealers are asked to send representatives to the conference to be held Jan. 14 to 19 at the Colorado Seed Laboratory of the Agricultural College, Fort Collins, Colo. This is an opportunity for those interested to familiarize themselves with the work of the laboratory, established to aid in carrying out the laws adopted to determine the fertility and purity of seeds sold in the state.

A RATE of 5½¢ per bu., wheat basis, has been fixed for the storage of grain at head of Lake Superior ports and spring delivery to Buffalo. All grain carrying boats at Fort William and Port Arthur have been lined up at that figure. A number of the boats have taken on cargoes which at this time aggregate 1,697,214 bus. of wheat. All of them will be loaded this winter, the combined carrying capacity of the fleet being about 6,000,000 bus.

CLOVER SEED production for the United States for 1917 was 1,356,000 bus. against 1,706,000 bus. in 1916, according to the monthly crop report of the Department of Agriculture. Of the totals Ohio produced 171,000 bus. in 1917 and 200,000 bus. in 1916; Indiana 202,000 and 210,000 bus. respectively for the two years, Illinois 115,000 bus. and 125,000 bus., Michigan 176,000 and 250,000 bus., Wisconsin 300,000 and 345,000 bus. and Idaho 99,000 and 150,000 bus.

ONE THOUSAND BUS. of clover seed was bought by Roy C. Bishop, secretary of the Illinois Agricultural Ass'n, from the Funk Bros. Seed Co., of Bloomington. This is red clover, mammoth and alsike. The seed was bought for members. Bids were submitted by six dealers, the contract being awarded to the Bloomington concern. The red and mammoth seed were found to be 99.5 and 99.7 pure, respectively, and the alsike was guaranteed at 99.5. The contract for rape and sweet clover seed was awarded to Noble Bros. of Gibson City. The largest contract of all to be placed by the ass'n will be let about Feb. 1. The ass'n buys on samples and guarantees, makes the contract and inspection but does not handle the money. The seed is shipped direct to the individual buyer.

### Timothy Movement in December.

Receipts and shipments of timothy seed at the various markets during December, 1917, compared with December, 1916, were as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago, lbs.	1,915,000	3,051,000	1,291,000	3,128,000
Milwaukee, lbs.	180,189	1,593,717	483,210	462,157
Toledo, bags	10,151	7,964	1,527	675
Cincinnati, bags	1,097	3,108	1,463	1,395

SEED GRAIN inspection reports by members of the Wisconsin Agricultural Experiment Station on yield of pedigree grains grown in 1915 show that pedigreed barley yielded 5.5 bus. per acre in excess of the United States average, No. 1 pedigreed oats 9.3 bus. and pedigreed winter rye 4.4 bus. over other varieties. Pure bred corn (Wis. No. 7) 23 bus., select winter wheat 10.4 bus. and spring wheat 10 bus. over the United States averages.

COMPARISONS OF SUDAN GRASS, beans and field peas for seed production are given by C. S. Knight, in Nevada Station Bulletin 86. The Kaiser field pea with an average yield of 1,667 lbs. per acre were highest and the California Mexican large bean were the lowest with 505 lbs. Sudan grass gave an average yield of 1,506 lbs. A similar test with sudan grass, millet and field peas for hay production resulted in an average yield of 2.7 tons per acre with Siberian millet, sudan grass 2.5 tons, green Canada field peas 2.1 tons, Bangalia field peas, 1.27 tons.

SUPPLIES of many dealers are near the point of exhaustion and are being sparingly distributed to the consuming element. No actual famine exists, but prevailing spot prices would indicate one. Unless arrivals during the coming week are considerably in excess of those of the present, a paucity of supplies in some quarters may result. Existing high prices being caused by insufficient supplies increased arrivals will, naturally, lower values, as well as premiums, when urgent necessities have been relieved. Embargoes are in effect practically over all roads and shipping permits obtained with difficulty.—L. W. Forbell & Co.

CLOVER SEED prices making new history. Nothing like current prices ever known. The previous "farthest north" of clover—\$14.22—looks very moderate now. Closing days of 1917 introduced \$17.00 seed. What will March do this season? January prices usually discount the Spring demand. Generally a downward trend towards expiration of the March futures. Conditions this year most unusual. No rule to go by. Holders are confident, even at extreme levels. Last Fall's crop was very short in Central States. Stocks of seed at Toledo, principal center of accumulation, have been taking anti-fat treatment. They usually increase during Fall and early Winter. What will happen when the Spring demand gets busy? High prices usually curtail demand. Will they have that effect this year? Values must be judged on comparative basis. Look at wheat, corn, oats, other commodities. Farmer is getting good prices and can afford to pay liberally for clover seed. Clover is a necessity, not a luxury. It is a soil food.—Southworth & Co.

### Clover Seed Movement in December.

Receipts and shipments of clover seed at the various markets during December, 1917, compared with December, 1916, were as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Milwaukee, lbs.	1,436,210	391,460	71,000	92,723
Chicago, lbs.	587,000	1,416,000	1,144,000	962,000
Toledo, bags	4,144	6,931	5,608	4,749
*New York, bags	1,693	2,369	88	491
Cincinnati, bags	821	3,030	1,045	859

\*Includes timothy, alfalfa and other grasses.



KANSAS CITY, Mo.—With respect to our own territory, the crops of clover, timothy, alfalfa and other field seeds have all been unusually short, due to an unfavorable season. There will certainly be little or no seed carried over at the end of the season.—J. G. Peppard Seed Co.

## Must Test English Seeds.

All seed offered in England must be tested by the concern making the offer or by the government stations. Results of tests must be correctly declared to the purchaser in writing at or before the time the sale is made. It may be made in special writing or in printed catalog.

Unless demanded by the purchaser such information need not be given for peas, beans, garden turnips, parsnips,

onions, carrots, beets, cabbage and kale if sold before July 1, 1918, and need not be given on any sale of less than two pounds of peas and beans, and less than eight ounces of garden turnips, parsnips, onions, carrots, beets, garden cabbage and kale.

When other seed are exposed for sale copies of the declaration required must be conspicuously shown in connection. The particulars to be given must include origin, variety, weight, the percentage of injurious weeds, germination, etc.

H. T. BURNS of Buffalo, N. Y., has been appointed to succeed J. J. Stream, of Chicago, as chairman of the Arbitration Appeals Com'te of the Grain Dealers National Ass'n.

## Concrete for Permanence.

Elevator rebuilding and the construction of new elevators throughout the country has entered the final era, with attention centered in the completion of plants that are well designed, conveniently arranged, modernly equipped and built of materials that are practically immune to normal fire and wind hazards.

Concrete and iron have replaced wood in all terminal elevator work and so satisfactory have been the results that the idea has been appropriated, and now is being employed quite extensively in the construction of country elevators, not yet, however, to the extent warranted by the manifold advantages of the new materials and methods.

Just one thing is missing from the new steel and concrete elevator of the Stanford Grain Co. at Stanford, Ill., to make it conform in every respect to modern ideals, and that one thing is adequate lightning rod protection.

This plant was designed by Miller & Holbrook, architects who specialize in grain elevators. Steel and concrete were the materials employed in the structure, with steel sash in the cupola. About the only wood in the building or its equipment is the logs for the dumps. Two dumps are provided to receive grain, with two legs using 12 in. buckets. The legs have all steel head, boot and lagging.

Other equipment employed includes two Western distributors, steel spouting, a 2,000 bu. Richardson Automatic Scale. On the railroad side of the elevator a 60 ft. Hess Outside Grain Conditioner is built.

The capacity of the elevator is 50,000 bus., but it was built to give the owners 45,000 bus. capacity.

Power is furnished by a 20 h.p. Type Y Oil Engine, located in the basement and connected to the lower lineshaft by silent chain drive. Machinery was supplied by the Union Iron Works. Building and equipment combined finished and ready for operation, cost \$16,500.

Wm. H. Springer is manager.

FOOD CONTROL officials of England are endeavoring to ascertain the quantity of machinery in the country which can be utilized in the manufacture of oatmeal. Owners of such machinery are requested to give information showing the quantity of such machinery for sale, the price, where it is located and date delivery can be made to the nearest rail point.

WESTERN CANADIAN provinces produce annually about 1,250,000 tons of flax straw which heretofore has been burned. Last year the Flax Fibre Development Ass'n was organized with offices in the Parliament Buildings, Winnipeg. A close study has been made of the value of flax straw and a process perfected for treating the straw and producing a soft, even spinning material from which has been spun yarns, commercial twine and binder twine. Yarns have been spun up to 4,500 feet to the lb. suitable for the manufacture of heavy sacking, burlap or heavy toweling. The heavier qualities of commercial twines have glazed surface and the finer qualities have waxed surfaces and are rated in value at 50c to 83c a lb. Binder twines, being three ply, with soft even surface, have been spun at 750 feet and 900 feet to the pound, with a breaking strain of 60 and 50 lbs. respectively. The breaking strain is said not to vary more than 1½ lbs. either way. On a test run the binder twine gave 99 per cent of well bound sheaves.



50,000-bu. Concrete Elevator of Stanford Grain Co., at Stanford, Ill.



## Driving the Elevator Electrically.

By TRAVELER.

The constant extension of electric transmission lines, and the building of well equipped central stations for the generation of electric current in places where this form of power has not been obtainable in the past, is bringing to many who are building new elevators the necessity for making a choice between electric motors and one of the other types of prime mover. The same question is presenting itself to the elevator owner whose plant is already equipped with a steam or internal combustion engine, but who, because of the rising cost of fuel, is giving more and more thought to the advisability of substituting electric motors for the engine now in use. The man who is erecting a new house and the one whose plant is already in operation are both interested in the reduction of the fire hazard, and it may be said for the electric motor that when properly designed for the work it is to do it will, if rightly installed, come as near to eliminating the danger of fire as any power transformer man has thus far devised.

The average elevator operator realizes his inability to cope with the problems which must be solved in the equipment of his plant with motor drive, and on account of the forbidding technicalities of the electric power he feels it is one which he cannot understand and which he would better leave alone. In this he is mistaken, because he can understand as much as is necessary about the subject to enable him to make an intelligent choice between the various types of equipment offered. Moreover, he has always available the assistance of trained men who are experts in this particular field, and if he does not wish to rely upon his own judgment, or upon the advice of his local electrician (a man who it is sometimes well to ignore) he can readily avail himself of the services of the men in the employ of the manufacturers of electrical machinery.

Electric current is divided into two classes, known as direct, or continuous, and alternating. For use in grain eleva-

tors the motors which use alternating current are much superior to those using direct current, hence no further consideration will be given to direct current motors here. It will be sufficient to say that, when a choice is possible, alternating current should always be chosen; and when it is direct current or nothing a great deal of thought should be given to the matter before deciding to electrify the plant.

THE MOTOR BEST SUITED to use in grain elevators is the squirrel cage induction motor. Its advantages over other forms are due to its greater flexibility, which enables it to work at constant speed under great variations of load, maintaining its uniform speed even when the overload reaches the limit for which the motor was built; and to its extreme simplicity, its parts comprising a strongly built stator and a practically indestructible rotating element. What is more to its advantage it has no commutator, slip rings, or other form of sliding contact so is entirely free from sparking, which is very desirable in a place where grain dust is ever present.

The installation of electric power eliminates a great deal of shafting, belting and other power transmitting machinery necessary with all other types of prime mover. It is easy to locate the motor near the leg or machine which is to be driven, and by connecting it directly, or thru a short silent chain, to do away with much of the friction loss attendant upon the ordinary forms of power equipment. This also decreases the liability of fire. Long lines of shafting with their necessary journals, bearings, etc., with the probability of faulty hanger adjustment, accidental distortions, and danger of imperfect lubrication, make the fire hazard much greater than with power sent thru conduits on insulated wire.

The motor, in the form to which it has been developed, is a machine which can be installed almost any place in the elevator. It may be placed on the floor, suspended from the ceiling, or hung upon the wall. It is all the same to the motor, and it will do as good work in one location as in another, provided its support be rea-

sonably secure. It is not necessary that it be absolutely rigid.

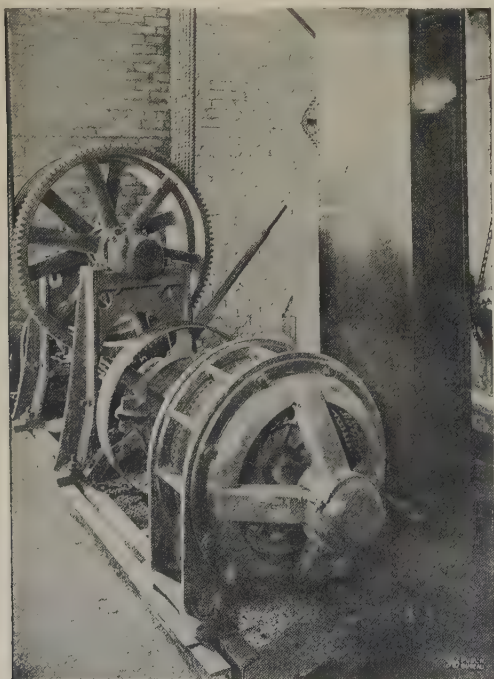
THE MOTOR which drives an elevator leg is usually located at the head, in close proximity with the head shaft, and connected to that shaft by means of a silent chain, a gear, or a short belt or rope, and with the starting compensator and controlling switch at any convenient point. This is usually upon the wall in the work room on the ground floor of the plant. For driving a cleaner, grinder, or similar machine the motor should be placed near the machine. In every installation the owner may choose between the several connecting means already enumerated.

It is not always possible, however, to connect the motor directly to the driven machine because it frequently happens that the motor will not operate efficiently at the low speed which the machine requires. Thus, if a motor running at a speed of 1,200 r.p.m. is used to drive an ordinary elevator leg a direct drive is out of the question and some reducing means must be interposed between the motor and the head shaft.

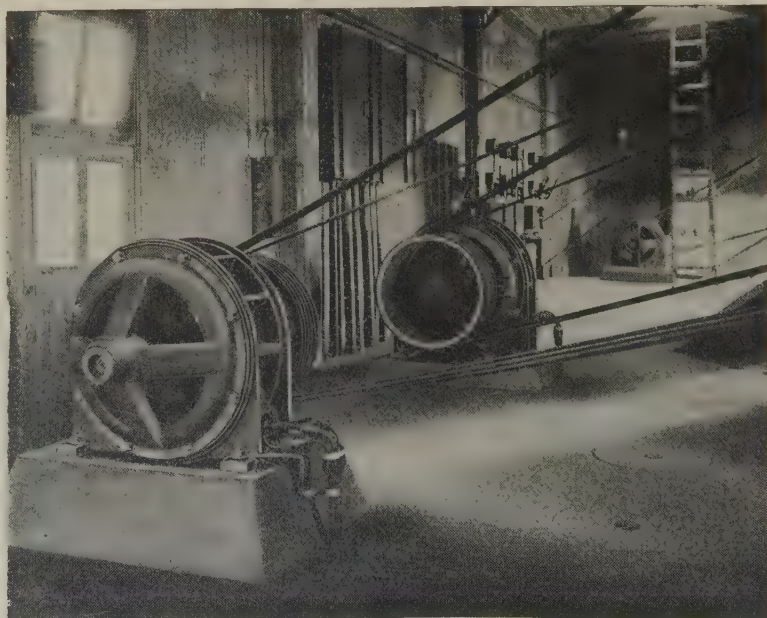
In the operation of elevator legs by induction motors it must be remembered that a sudden stopping of the motor, due to a break in the transmission line, or to any other cause, will permit the leg to run backward and choke the boot unless some device is connected to prevent it. This is accomplished on some motors by an attachment which permits the motor to run only in one direction; a friction clutch holding the leg stationary the instant it is stopped. To permit the leg to start under full load a motor of this type is generally provided with a friction clutch which is thrown in after the motor has attained full speed.

Another device which is in use consists of a ratchet attached to the head shaft, and which will not permit the leg to run backwards.

The wiring between the motor and its starting compensator, and for that matter all of the wiring within the elevator, should be protected against accident by placing it within rigid iron conduit. The use of the conduit will increase the cost



Induction Motor Driving Elevator Legs Thru Friction Clutch and Gear.



Induction Motor Driving Elevator Legs by Rope Transmissions.



of installation somewhat, but it will also make for much greater safety.

THE AMOUNT OF POWER required to drive an elevator leg or other machine is a question which will confront every elevator owner who contemplates installing electric power, but this is a problem which may readily be solved. The manufacturer of any machine will be glad to supply this information at the time a new unit is purchased, or he will furnish the horsepower rating for a machine which is already in service. It will be safe to assume that a cleaner such as is ordinarily used in country elevators will require about 3 horsepower per 100 bushels per hour on wheat; separators will require slightly more power than cleaners; and screw conveyors will require about 1½ horsepower for each 100 feet of their length per 1,000 bus. moved per hour, with an addition of 20% for friction, this rating being based upon a conveyor which is 8 inches in diameter.

The amount of power required to drive an elevator leg may be determined in the following manner: Multiply the weight of the grain, in pounds, which is elevated per minute by the height of the elevation, thus ascertaining the number of foot-pounds per minute; and divide by 33,000, the number of foot-pounds per minute which is equivalent to 1 horsepower. The quotient will be the number of horsepower which, theoretically, is required to drive the leg. To this must be added something to offset the power which is required to pull the cups thru the grain in the boot, as well as that which is lost by reason of bearing friction and belt slippage. This is considered to be about 40% for the ordinary elevator.

Thus, a leg which is elevating 25 bushels of wheat per minute (1,500 bus. per hour) to a height of 73 feet 4 inches will require 110,000 foot-pounds per minute, and this is equivalent to 3½ horsepower. Adding the arbitrary allowance of 40% it is found that a motor developing 4.66 horsepower would do the work. In this, as in all other things, it is well to err on the side of safety if at all, so that a motor of 5 horsepower should be chosen for a leg of this size. Power will then be available for use in an emergency, while the operation of the motor at ordinary times will not cause the consumption of any more electric current than is actually required. In other words, the motor will call upon the transmission line for only that energy which it needs to do its work, and if the load be light the expense will likewise be light.

## A Steel Grain Door.

One source of much annoyance to grain loaders and unloaders and of trouble to the railroads is the difficulty and expense of equipping box cars with serviceable grain doors. Heretofore wood has been used almost exclusively. The lowest grades of lumber are generally used in making grain doors, and frequently the quality is so inferior that the door is not leak proof until doubled, coppered and caulked by the shipper.

Basic patents for a grain door that is leak-proof were taken out about a year ago by Allen S. Barrows, of Chicago. This door is moulded from a plate of steel and its strength is increased by properly designed corrugations and by doubling the metal at the front edge of the door.

Several of the larger railroads are testing these doors, using steel varying in thickness from 7/64 to 3/16 in. Doors made of ¼ in. steel weigh about 165 lbs. The door is installed as a permanent fixture. Fittings for the door weigh about 35 pounds. The total additional weight of a pair of these permanent inside retaining doors is substantially 400 lbs.

When not in use this door is slid back along the inside of the car, taking up less than an inch of car width. It is retained firmly in place by the fittings, comprising a steel plate on the floor with groove in which the lower edge fits, and a similar groove bolted to the car lining to receive the top edge of the door. A gravity catch at the door post prevents the door from sliding back and forth when the car is in motion and the door not in use.

The grooved floor plate is made wide enough at the door opening to form a threshold and is turned up at both ends and firmly bolted to the door posts. This does away with leaks at the foot of the posts, due to wear and tear or rot.

When the door is slid into position to hold grain the front end enters a metal groove bolted to the door post, while the hook on the rear end is engaged by a flange designed to receive it, as will be noted in the detailed sketch given. The gravity catch locks the door when in service or out of service, but cannot be set unless the door completely closes or clears the opening.

A hinged trap door is provided to relieve the pressure of the grain against the door. This also lowers the grain line in the part of the car into which the door must be slid to clear the opening.

Tests show a lapse of four minutes from the time the trap door was opened until the door had been pushed back clear of the opening.

This door may be employed by grain shippers or used whenever an inside retaining door is required to prevent freight shifting against the outside door and interfering with its operation. Doors in service have stood up under the most severe use. Freight handlers equipped with crow-bars have been unable to remove the door from the car without first taking off the fittings.

Mr. Barrows believes he has a door that is sufficiently fool-proof to resist the stupidity or carelessness of the great freight handling public. If it is dented or damaged in any way it can be taken out and made good as new in any blacksmith shop, or by any repair gang equipped with an acetylene torch, and ability to use it.

Thoro tests are being made this year, cars equipped with these doors being used in the transportation of all commodities where a retaining inside door is needed. The near future and the going price of steel should decide whether or not the grain door problem has been solved in a manner that will meet with the acceptance of grain shippers.

## Questions Government Ownership of Railroads.

Lord Shaughnessy, pres. of the Canadian Pacific Railroad Co., after the announcement of government control of railroads by Pres. Wilson, said, on Jan. 5:

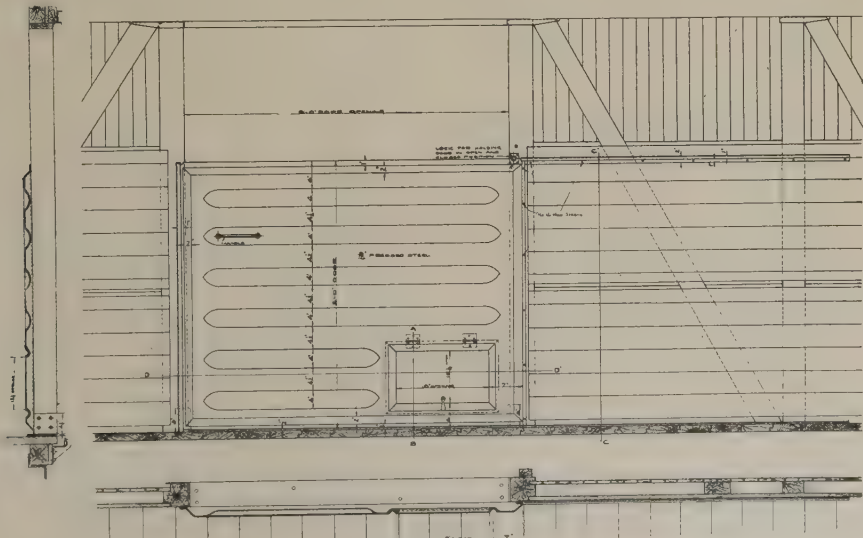
With fewer ports and a much less elaborate network of railways, Canada has solved its war export problems with infinitely less confusion. From the beginning of August, 1914, to Nov. 30, 1917, the Canadian railways have handled for the imperial government over 6,500,000 tons of supplies, exclusive of horses and mules, most of which may be considered as supplementary to normal traffic, but so admirably has the movement been timed with the arrival and departure of steamers that not a cent has been earned by the ships as demurrage.

The efficiency and absence of congestion with which our enormous war traffic has been handled might well be taken to heart by our American friends, who, if I may venture the suggestion, are looking too hopefully to the centralized effort of an overworked government, when they should depend more on the trained enterprise of the individual industrial units that have been so efficiently developed during times of peace, because any form of control that will have the effect of lessening the sense of keenness and responsibility on the part of these units is sure to be disastrous in its result.

If they are not too proud to profit by our experience in Canada, they should solve their traffic problem by placing under government control not the railroads but the shippers, leaving the railroads, with their trained operating staffs, untrammelled by political considerations, to find out how to carry the maximum traffic to given ports at a given time, over a given route, and helping these railroads to secure on fair terms the funds for necessary maintenance and equipment.

A government controller of shipments, corresponding to our director of overseas traffic, is needed, not a government controller of railroads. It is folly to send out an S. O. S. call for government control or ownership of the railroads themselves, a control which experience has shown to be fatally opposed to economy and efficiency.

GOVERNMENT control of ship construction had failed to speed up the work, admitted Homer L. Ferguson, pres. of the Newport News Shipbuilding Co., before the Senate investigating com'te Jan. 8. The prediction of 5,000,000 to 8,000,000 tons to be launched this year was misleading and ridiculous. He estimated the 1918 production at 3,000,000 tons.



Steel Grain Door.



# Grain Trade News

## ARIZONA

Phoenix, Ariz.—The Phoenix Flour Mills is building a reinforced concrete elvtr. of 100,000 bus. capacity, its cost to be \$31,000. The plant is designed to be operated by one man, and its handling capacity will be 1,250 bus. per hour.

## ARKANSAS

Little Rock, Ark.—The Brown & Oglesby Cash Feed Store has bot the business of the Bush-Hill Grain Co. Tom Hill will remain with the new owner.

## CALIFORNIA

Los Angeles, Cal.—The Globe Grain & Mfg. Co. is building a new office building, to cost \$75,000, and expects to move into it about Jan. 15.

Colusa, Cal.—A. Adam, who has been sec'y of the Colusa Grain & Mfg. Co., has resigned that position to enlist in the service of the United States.

San Francisco, Cal.—For many years it has been the custom to hold a grain fight on the floor of the Merchants Exchange at the close of the session on the last day of each year, but the practice was abandoned this year out of regard for the government's policy of conservation.

San Francisco, Cal.—The Grain Trade Ass'n of the Chamber of Commerce played the part of Santa Claus to 2,000 children from the various orphan asylums Dec. 26 on the floor of the Merchants Exchange. A 40-ft. Christmas tree was brought from the Russian River for the occasion and music for the entertainment was furnished by the Hebrew Orphan Asylum boys' band of 50 pieces.

Los Angeles, Cal.—Because of the alleged embezzlement of \$5,000 by T. F. Hayes, a former employee of the Globe Grain & Mfg. Co., the company is suing the surety company which furnished a bond on behalf of Mr. Hayes to recover the sum. The embezzlements are said to have occurred between Oct. 15, 1915, and June 1, 1916, and it is alleged that Mr. Hayes lost at least a portion of the money in speculation.

San Francisco, Cal.—At a meeting of the Grain Trade Ass'n of the Chamber of Commerce it was unanimously voted that, beginning on Dec. 26 and continuing until further notice, members of the Ass'n should confine all trading in barley for future delivery until May 31, 1918, to Dec., 1917, and May, 1918 deliveries. Purchases may not be made during the period stated except in liquidation of existing contracts, and a maximum price of \$3 per cental has been established. Contracts in the possession of members are to be registered with the sec'y of the Ass'n.

## CANADA

Winnipeg, Man.—The Allied Grain Co., Ltd., has recently been incorporated.

Windygates, Man.—We will install a new cleaner of large capacity in our elvtr.—Windygates Farmers Elvtr. Co., Ole J. Gjevne.

Czar, Alta.—The elvtr. of the Grain Growers Co-operative Elvtr. Co. collapsed recently, the building falling across the railroad tracks.

Toronto, Ont.—Hedley Shaw, managing director of the grain and milling business of the Maple Leaf Mfg. Co., Ltd., has been compelled to leave for the South because of illness. W. H. McCarthy, former mgr. of the company's mill at Medicine Hat, Alta., will succeed Mr. Shaw, who will probably be away several months. At the time of his departure he was presented with an illuminated address and a watch by the heads of dep'ts of the company.

Ottawa, Ont.—I have heard nothing about the Gold Grain Co., which, according to a recent report, was incorporated at this place with capital stock of \$200,000.—W. H. Dwyer.

Seaforth, Ont.—The Rob Roy Cereal Co., Ltd., of Durham, has bot the mill and elvtr. of the Seaforth Mfg. Co., Ltd. The business will be conducted by the new owners under the name of the Seaforth Mfg. Co., Ltd.

Fergus, Ont.—James Wilson is building an oatmeal mill, to replace the plant which was burned in September, and work is progressing rapidly on the structure. It will be operated in connection with his elvtr., and it is believed that the new mill will soon be in operation.

Montreal, Que.—The Wheat Export Co. has opened an office in this city for handling its purchases east of the Great Lakes. The company will make all of the purchases of Canadian wheat and flour required in supplying the civil and military needs of the allied powers in Europe.

Windygates, Man.—Shortly after the elvtr. of Gjvere & Powers was completed and placed in operation a break down occurred in the machinery, and it was necessary to close the plant until repairs could be made. These have now been finished and the elvtr. is again ready to take in grain.

Winnipeg, Man.—An entertainment was held at the Grain Exchange Dec. 29, the proceeds being donated to the various auxiliaries for the benefit of soldiers' families. The admission charge was \$1. The fete took the form of vaudeville, and some original stunts are said to have been provided.

St. Boniface, Man.—The large terminal elvtr. of the Northern Elvtr. Co. was burned Dec. 22 with a loss of \$250,000. About 80,000 bus. of grain, consisting principally of oats, with smaller quantities of barley, flax and wheat, were destroyed. The fire originated under the drier in the southeast corner of the building, and the flames, fanned by a strong wind, rapidly ran thruout the building. The efforts of the fire dept were directed mainly to saving nearby property, as it soon became evident that the fire in the elvtr. could not be extinguished. Several workshops and storehouses in connection with the elvtr. were destroyed, but the engine room, which was separated from the elvtr. by a narrow passage, was saved. The damage to this building and its machinery was about \$500. The warehouse of the Northwestern Grain Growers, which is about 100 yards from the burned elvtr., was directly in the path of the flying sparks but it was saved. The cause of the fire is not known, but the belief has been expressed that it was due to incendiarism.

## COLORADO

Cheyenne Wells, Colo.—I have removed to this place from Sharon Springs, Kan.—O. H. Ketcham.

## ILLINOIS

Homer, Ill.—The Farmers Elvtr. Co. has completed a new corn crib.

Toulon, Ill.—We have succeeded the Davis Grain Co.—Davis Bros. & Potter.

Piassa, Ill.—J. T. Darnielle has sold his elvtr. to Henry Still, who has taken possession.

Piper City, Ill.—The Montelius Grain Co. will install a grain drier, for which it has placed an order.

Assumption, Ill.—The Farmers Grain Co. has filed an amendment to its articles of incorporation increasing the number of directors.

Tuscola, Ill.—I have discontinued my grain business at this place.—Thos. W. Abrams, Bethany.

Lanesville, Ill.—The Lanesville Farmers Grain Co. has completed a large corn crib addition to its elvtr.

Sicily sta. (Pawnee p. o.), Ill.—Cyrus Fletcher has been re-employed as mgr. for the Farmers Grain Co.

Industry, Ill.—This company has succeeded Sullivan & Jewison: Bain Sullivan is mgr.—The Bain Sullivan Co.

Sullivan, Ill.—F. H. Farnsworth, formerly doing a brokerage business at Kokomo, Ind., is now located here.

Manteno, Ill.—The Farmers Elvtr. Co. has bought a stock of building material, and will handle it as a side line.

Peoria, Ill.—William Dewey, a member of the firm of W. W. Dewey & Sons, has been commissioned a captain in the Quartermaster Corps of the army.

Chesterville, Ill.—The Chesterville Farmers Grain Co. incorporated; capital stock, \$15,000; incorporators, Samuel T. Sparks, Calvin Washon and Peter Sandel.

Taylorville, Ill.—We have sold our elvtr. to the recently incorporated Farmers Grain & Produce Co., possession having been given Dec. 24.—The McKenzie Co.

Colchester, Ill.—The Farmers Elvtr. Co. has bot the coal business of J. G. Rippetoe & Sons, and will conduct the business in connection with its grain business.

Havana, Ill.—We are building a 30,000-bu. reinforced concrete elvtr., which we expect to have ready for operation about April 1.—G. C. McFadden & Co., Peoria.

Kilbourne, Ill.—We are building a 15,000-bu. steel and concrete elvtr. on the C. P. & St. L. and expect to have it ready for operation about April 1.—G. C. McFadden & Co.

Topeka, Ill.—We expect to have the 30,000-bu. reinforced concrete elvtr., which we have under construction ready for use about April 1.—G. C. McFadden & Co., Peoria.

Clinton, Ill.—A. McArty, who was mgr. for the E. B. Conover Grain Co. has removed to Des Moines, Ia., where he is now mgr. of the branch office of W. H. Perrine & Co.

Delavan, Ill.—Marvin E. Romine, formerly mgr. for Wayne Bros. at San Jose, has been placed in charge of all of the company's elvtrs., with headquarters at this place.

Lockport, Ill.—William H. Shields, a member of the Lockport-Dupage Farmers Elvtr. Co., and for 30 years a grain buyer for Norton & Co., died recently after a short illness.

Peoria, Ill.—It is reported that the distillery of Corning & Co. has been taken over by the Washburn Crosby Co., and that it will be altered to provide for the manufacture of corn flour.

Wapella, Ill.—We have succeeded Cline & Wood, and are just completing a 20,000-bu. elvtr. on the I. T. S., to be operated in connection with our plant at Clinton.—Cline, Wood & Co., Clinton.

Peoria, Ill.—Bern B. Mead, cashier of the State Trust & Savings Bank, who was shot and killed by E. A. Strause, pres. of the bank recently, had been a member of the Board of Trade for several years.

Forest City, Ill.—Floyd Beal, who was severely injured when he fell from the top of the new elvtr. which is being built for the Forest City Grain Co., has recovered sufficiently to be able to walk on crutches.

Cairo, Ill.—The Cairo Mfg. Co. has changed its name to the Sutherland Flour Mills Co. The officials, W. H. Sutherland, pres., and J. B. Wenger, sec'y-treas., retain the same positions with the new company.

Foosland, Ill.—The farmers organization which recently purchased the elvtr. of Wm. Noble, of Gibson City, has been incorporated as the Foosland Grain Co. with capital stock of \$15,000. Incorporators are, W. S. Hinton, P. R. Anderson, W. Shields and others.



Cora City, Ill.—The fire which recently destroyed the elvtr. of the H. C. Cole Mfg. Co. started in the top of the building, its cause being unknown. About 3,000 bus. of wheat and a large quantity of flour and feed were burned.

San Jose, Ill.—Marvin E. Romine, who has had charge of the elvtr. of Wayne Bros. for the past year, has been made mgr. of all the elvtrs. of Wayne Bros., and has removed to Delavan, which will be his headquarters.

East St. Louis, Ill.—The Illinois Public Utilities Com'n has authorized the State Grain Inspection Dep't to increase its rates for inspections at this market from 50c per car to 90c per car when moisture tests are made, and to 65c per car when a moisture test is not necessary.

Ottawa, Ill.—We understand that farmers are forming the Farmers Co-operative Grain Ass'n to buy or build elvtrs. at this place, Grand Ridge and Marseilles. They will probably buy if plants now standing can be obtained at reasonable prices, and will build in case that can not be done.—Wallace Grain & Supply Co., H. A. Bonges, mgr.

Peoria, Ill.—This company succeeded Buckley, Pursley & Co. upon the death of Mr. Pursley some time ago. Mr. C. W. Buckley, of Chicago, continues the business, with the head office at Chicago, and with Harry D. Bowen in charge of the office here. There is no change in the method of conducting the business.—Buckley & Co., H. D. Bowen.

Dorans, Ill.—The jury in the case of the Farmers Grain Co., versus the Illinois Central Railroad Co. in court at Mattoon rendered a verdict giving the Farmers Grain Co. \$96.98 damages. This was the third hearing of the case, which grew out of claims arising from shipments of grain made by the Farmers Grain Co. during 1915.

Cairo, Ill.—The report that J. E. Miller has sold the corn meal mill, owned by this company and operated by him under lease, to E. R. Taylor is incorrect. Mr. Miller was a stockholder in this company, and he sold his stock. The business remains under the same name and management.—Cairo Mill & Elvtr. Co., G. W. T. Seifert, vice-pres.

Grand Ridge, Ill.—A meeting was held here recently by farmers of this locality, and preliminary steps were taken to form the Farmers Co-operative Grain Ass'n. The organization contemplates erecting elvtrs. at Ottawa and Marseilles, as well as this place, and the company will handle building materials, coal and cement in connection with its grain business.

Rutland, Ill.—C. L. Foucht and his wife recently experienced an automobile accident, which was remarkable because of the fact that, altho both were pinned beneath their automobile when it turned over, neither was seriously hurt. Mr. Foucht did not even find it necessary to go to a hospital, and Mrs. Foucht was able to leave the institution in a short time. The accident occurred when the car, which Mr. Foucht was driving, struck a rut and got beyond his control, turning upside down immediately. The car itself was only slightly damaged.

Ladd, Ill.—It is said that Howard Norris, mgr. for the Ladd Elvtr. Co., has confessed to the board of directors that he is short in his accounts, and that the directors have removed him as mgr. and placed Maurice Cahill in charge of the business, meanwhile conducting an investigation to learn the amount of the shortage. Mr. Norris is said to have used the money for speculating, and to have lost about \$12,000 in this manner. It is not known how long he has been using the funds of the company for his private speculation, but his losses are said to have wiped out the assets of the company, and that it is probable that an assessment will have to be levied on the stockholders, most of whom are farmers, to pay off the creditors and to prevent the company from going into bankruptcy.

Litchfield, Ill.—Stephen Cassidy, who has been mgr. of the local office of the James E. Bennett Grain & Com'n Co., has been succeeded by H. M. Simmons, formerly of Chatsworth. Mr. Cassidy expects to enter the army.

## CHICAGO NOTES.

The rate of interest for January has been fixed by the finance com'te of the Board of Trade at 6% per annum.

L. W. McMaster severed his connection with Babcock, Rushton & Co. Jan. 1, and is now associated with the Updike Grain Co.

John Weinand, Edward J. Schaack, Harry B. Signor and Sefton Tranter have been admitted to general partnership in the firm of Ware & Leland.

Aaron N. Young, one of the oldest members of the Board of Trade, died at his home Jan. 6. Mr. Young became a member of the Board of Trade in 1868.

Lieut. Howard Logan, son of Frank G. Logan, retired broker, returned recently after a year with the Red Cross in Serbia. He visited most of the allied capitals.

The Board of Trade canceled \$85,900 of its bonds during the past year. This is the largest reduction in its issue of any year, and the amount now outstanding is \$715,000.

Charles and Ben E. Sincere are now in charge of the branch office of Ware & Leland in the Insurance Exchange, occupying the rooms formerly used by Chas. Sincere & Co.

Robert McDougal has been appointed chairman of the com'te of 6 representing the Council of Grain Exchanges on the Com'te of National Defense, succeeding Julius H. Barnes, resigned.

Barnett Faroll, formerly a broker for Bartlett-Frazier & Co., and John J. Bittel, broker for the Shearson-Hammill Co., have formed the Faroll-Bittel Co. and will conduct a grain and provision business.

B. Frank Howard, the dean of the grain and provision statisticians, recently celebrated his 79th birthday. Mr. Howard has been making figures for the grain trade for about 50 years, and is still actively at work.

E. C. Bisbee, pres. of the Midland Linseed Products Co., has transferred to that company a tract of land 401x220 feet, on the north branch of the Chicago River for a nominal consideration. The land is now being used by the company.

Jacob A. Wolford, an early member of the Board of Trade, died Dec. 31. Mr. Wolford came to Chicago in 1865, and at first he conducted a saloon, which he left to become an operator on the Board of Trade, where his transactions were very successful.

Police have been detailed to guard several of the grain elvtrs., and altho no comment would be made on the situation by officials it is understood that the precautions are being taken in order that food-stuffs may not be needlessly sacrificed during the war.

The Public Utilities Com'n has granted permission to the State Grain Inspection Dep't to raise its rates for inspections in this market to \$1 per car where a moisture test is necessary, and to 75c per car when no moisture test is made. The old rate was 50c per car.

John H. Scoville and Horace L. Wing have formed a partnership, beginning with the New Year, under the firm name of Scoville & Wing. This firm will occupy the offices of Scoville & Co. the firm which it succeeds, and open trades with Scoville & Co. were transferred to the new firm.

The Board of Trade clearings for the year 1917 were \$193,925,645, and during the same time 132,730 cars of grain were inspected, 298,955,000 bus. of grain and its equivalent in flour were received, and 209,240,000 bus. of grain and flour were shipped. These figures compare with clearings of \$206,167,579, inspections of 203,991 cars of grain, receipts of 420,779,000 bus. of grain and flour and shipments of 293,190,000 bus. in 1916.

At a meeting of the directors of the Board of Trade held Dec. 29 a com'te consisting of W. H. Perrine, H. H. Newell and J. J. Fones, was appointed to assist and act in conjunction with the to arrive com'te to investigate and assist in adjusting sales of cash grain for December shipment.

Jesse T. Ridge, of Peoria, Alexander C. Harsh, Ed. S. Sheehan and Garfield T. McClean have applied for membership in the Board of Trade, and the memberships of J. P. Kelso, A. F. Mackenzie, Fred A. Wood, the Estate of Trave Elmore, the Estate of W. P. Bishop, and Geo. W. Altorfer have been posted for transfer. The last reported sale of membership was at \$3,000 net to buyer.

A com'te consisting of L. C. Brosseau, T. E. Cunningham and W. S. Day has been appointed to assist members of the Board of Trade in making out the questionnaires from the Bureau of Markets and the Federal Trade Com'n. The questionnaires require details of all the business, covering extent, customers and other facts. The Com'n at a meeting Jan. 2 decided to extend the date for replies to Feb. 1.

The C., B. & Q. R. R. Co. has purchased from the E. J. & E. Ry. Co. a tract of land comprising about 45 acres, extending along the west side of the Calumet River. The property is now being used by the Burlington in connection with the South Chicago Terminal Belt Line, and it is understood that the company plans eventually to erect upon the land a large terminal elvtr. to cost several millions of dollars.

For the first time in 6 years, since the members of the Board of Trade agreed in 1911 not to have any more grain battles on the last day of the year, an engagement occurred at 12:46 p. m. between about 300 traders on the floor, and paper bags of grain sweepings began to fly from all parts of the big room. Neither side was able to accomplish its objective, and all participants retired in good order with only minor casualties.

At a special meeting of the directors of the Board of Trade held Jan. 5 it was unanimously decided that present trading conditions in corn for future delivery would not be disturbed in any respect. In view of insistent demands made upon officials of the Exchange by country grain dealers and farmers to bring about some change in trading conditions so as to permit hedging of cash corn, the directors deemed it best to discuss the question without further delay.

The directors of the Board of Trade adopted a resolution Dec. 27 bringing to an end on that day all trading by members in corn for delivery in store by grade alone in the month of December, and authorizing the pres. to appoint a com'te of 3 to fix the price at which contracts then existing should be settled. Pres. Griffin then appointed E. L. Glaser, W. N. Eckhardt and H. N. Sager as members of the com'te and the settling price was fixed by the com'te at \$1.28.

The local branch of the war trade board, which has been opened under the direction of Elmer R. Murphey, pres. of James H. Rhodes & Co., offers an opportunity for men rejected in the draft or men beyond draft age to do their bit. A chief executive and a large number of employees are needed. The compensation is \$1 per year, for which Mr. Murphey, and many others, are serving the government. Applications should be made to the Bureau of Commerce, in the federal building.

The transportation dep't of the Board of Trade issued the following notice Dec. 31: As it is very likely that orders will soon be given to route freight moving between the east and west, around Chicago, and not thru it as heretofore, it is advisable to caution country shippers against the practice of billing grain intended for Chicago, "New York, notify at Chicago." Cars so billed might be taken direct to New York, and we therefore suggest that their Chicago grain be billed to show the destination as Chicago only.



The charges against John B. Turner, of Cotter & Turner, Memphis, Tenn., in which Mr. Turner was charged before the directors of the Board of Trade of having made false statements regarding his financial condition at the time he made application for membership in the Board of Trade, have been withdrawn by the plaintiffs. Mr. Turner was suspended from the Exchange over a year ago because of his refusal to produce his books for examination by agents of the Board of Trade, and he is still under suspension. His suit against the Board of Trade because of the action of its officials was carried to the Supreme Court of the United States, and the Exchange was upheld in all courts.

The directors of the Board of Trade adopted the following resolution at their meeting Dec. 29: That after Dec. 29, 1917, all trading by members of this exchange in oats for delivery during the month of Dec., 1917, in store by grade alone, in Chicago, whether in the open market or in settlement, shall be subject to a maximum price not exceeding 5 cents per bushel above the quotations at the time prevailing for contracts for delivery during the month of May, 1918; this being in conformity with the provisions of Section 3 of Rule XXIII. of the rules of the board; that all indemnity contracts entered into to-day on December oats are declared null and void, and the seller is ordered to refund to the buyer the premium paid.

In accordance with the requirements of the law the public elevators have published rates for the storage of grain for 1918. The rates are the same as those which have been in effect, and are as follows: On all grain and flaxseed received in bulk and inspected in good condition,  $\frac{3}{4}$  of 1c per bu. for receiving and for the first 10 days storage or part thereof, and  $\frac{1}{25}$  of 1c per bu. for each additional day's storage thereafter, as long as the grain and flaxseed remains in good condition. For delivering grain and flaxseed out of the elvtr., an additional charge of  $\frac{1}{4}$  of 1c per bu. will be made. On grain damp or liable to early damage, as indicated by its inspection when received, 2c per bu. for the first 10 days, or part thereof, and  $\frac{1}{2}$  of 1c per bu. for each additional 5 days, or part thereof. No grain will be received in store until it has been inspected and graded by authorized inspectors. These charges also apply to grain in store on Jan. 1, 1918.

The annual election of the Board of Trade was held Jan. 8. A feature of the election was that 4 former presidents were candidates for various offices, and of these men, A. S. White, who was pres. in 1910, was elected to the office for the ensuing term; Hiram N. Sager, pres. in 1907, was elected vice-pres. for 2 years; and John A. Bunnell, pres. in 1909, and Edward Andrew, pres. in 1913, was elected directors for 3 years. Other officers who were elected were: James A. Patten, vice-pres. for 1 year; Emanuel F. Rosenbaum, Geo. W. Hales and Adolph Kempner, directors for 3 years; and W. H. Colvin, a director to fill an existing 2-year vacancy. Members of the com'ites elected were: On appeals, E. R. Bingham, Joseph F. Lamy, F. G. Winter, Harry S. Carroll and A. Duncan Pacaud; on arbitration, John A. Low, W. H. Axater, Wesley McClean, Harold Zeiss and J. A. Fitzsimmons. The annual meeting and installation of officers will be held Monday, Jan. 14. Directors who hold over are: George E. Marcy, Louis C. Brosseau, W. H. Perrine, John J. Bagley, Winfield S. Day, William E. Hudson, Herbert J. Blum, Theo. E. Cunningham and James J. Fones. Members of the com'ites who hold over are: Com'ite of Arbitration, Earle M. Combs, C. W. K. Hvale, Ross M. Kidston, John G. McCarthy and Harold C. Gifford; Com'ite of Appeals, Douglas I. Van Ness, Clinton S. Beach, Frederick D. Stevers, Kenneth P. Edwards and Edward F. Chapin.

## INDIANA

Curtisville, Ind.—William Hains is now mgr. of the elvtr. of the Windfall Grain Co., having recently succeeded Harry Lloyd.

Markle, Ind.—I may improve my elvtr., and new machinery may be installed.—J. F. Plice.

Adams, Ind.—The William Nading Grain & Elvtr. Co., of Greensburg, has bot the elvtr. of Albert Boling.

New Ross, Ind.—Walter Whitecotton, of New Lebanon, has bot an interest in the elvtr. of the New Ross Grain Co.

State Line, Ind.—Several corn cribs are being erected by M. A. Current & Co. on a site opposite the company's elvtr.

Princeton, Ind.—The F. W. Carson Feed & Grain Co. has been sold by Mr. Carson to Ott Hoolis, who has taken charge of the business.—C.

Poseyville, Ind.—The elvtr. of P. Reising & Sons has been remodeled. The work has been completed and the plant is again in operation.

Romney, Ind.—Claude Hedworth has been admitted to partnership with Parker Simison in the elvtr. and grain business owned by the latter.

Mongo, Ind.—Charles Wingard, a member of the firm of Smith & Wingard, has sold his interest in the elvtr. and business to his partner, Mr. Smith.

Milford Junction, Ind.—The Milford Grain & Mfg. Co. incorporated; capital stock, \$20,000; incorporators, Harlan H. Sharp, Harry R. Phend and others.

Linn Grove, Ind.—Farmers in this locality have organized a company to engage in the grain business. W. B. Burke and T. Huey are active in the company's affairs.

Evansville, Ind.—Julius O. Artes, mgr. of the Union Elvtr., has been re-elected to the city council for a term of 4 years. Mr. Artes has just completed a similar term.—C.

Winchester, Ind.—Mrs. Elizabeth Goodrich, mother of Gov. James P. Goodrich and P. E. Goodrich, a grain dealer of this place, died recently after an illness of several months.

Sardinia, Ind.—We are remodeling our plant, and the mill will be made into a corn mill. We expect to have it completed about Mar. 1.—Shields & Blish, A. D. Shields, mgr.

Oaktown, Ind.—William A. Polk, aged 84 years, who for many years was engaged in the grain business at this place and was widely known thruout southern Indiana, died at his home Jan. 1.—C.

Burkett, Ind.—The farmers of this community have organized a company with capital stock of \$20,000 to engage in the grain business. Geo. M. Alexander is pres.; and Joseph Foreman sec'y-treas.

Artic sta. (Butler p. o.), Ind.—This company, which was recently incorporated, will not build an elvtr. at present. We are shipping live stock and buying mill feed.—Artic Co-operative Ass'n, Vernon Kepler, pres.

Mt. Vernon, Ind.—C. T. Johnson, Jr., son of C. T. Johnson, of the Home Mill & Grain Co., and formerly mgr. of the Sunlight Mfg. Co., of this place, is now a first lieutenant in the army, and is stationed at Camp Shelby, Hattiesburg, Miss.

Indianapolis, Ind.—The following shippers have been elected to membership in the Indiana Grain Dealers Ass'n: R. A. McCoy, Greensburg; T. I. Ferris, Pleasant Lake; Shields & Blish, Sardinia; J. W. Waltz & Co., New Palestine; and Grant & Wyeth, Lebanon.—Chas. B. Riley, sec'y.

Evansville, Ind.—It is expected that representatives of a southern elevator company will be here in a short time to look over this city as a site for a large elvtr. It is said that the company has in mind an elvtr. to cost about \$1,000,000, but full details of the plan have not been announced.—C.

Indianapolis, Ind.—The McCordle-Black Co., a new firm, has been incorporated and will operate on the Board of Trade. John W. McCordle, a member of the Public Service Com'n, Clyde A. McCordle and Bert Black, of Chicago, are the members of the firm. All of the men have had considerable experience in the grain business.

St. Louis Crossing, Ind.—An appeal has been taken by the state in the case against the Farmers Elvtr. Co., in which it is charged that the officials of the company failed to make a proper tax return to the county board of review. The law provides a penalty for delay in making such returns, and the amount asked is \$12,500. Judgment was entered for the Farmers Elvtr. Co. when the state refused to plead further in the circuit court, after which the state's attorneys announced an appeal.

## IOWA

Lake Park, Ia.—I expect to take up another occupation.—John Roetman, agt. Greig & Zeeman.

Marshalltown, Ia.—An attempt was made on Christmas day to burn one of the elvtrs. at this place, but the effort resulted in failure.

Gladbrook, Ia.—D. L. Ray, formerly mgr. for the Farmers Elvtr. Co., of New Sharon, is now mgr. for the Farmers Elvtr. Co. at this place.

Hobart sta. (Algona p. o.), Ia.—A grain drier, having a capacity of 5,000 bus. of corn per day, is being installed at the elvtr. of E. W. Cook.

Zearing, Ia.—R. J. Pulley has practically completed his new corn elvtr., which is equipped with machinery for handling ear corn expeditiously.

Meriden, Ia.—The Quaker Oats Co. has bot the elvtr. of L. J. Button and is operating it.—Farmers Co-operative Elvtr. Co., J. F. Weaver, mgr.

New Sharon, Ia.—D. L. Ray has resigned his position as mgr. for the Farmers Elvtr. Co. to become mgr. for the Farmers Elvtr. Co., of Gladbrook.

Vancleve, Ia.—I have sold my elvtr. and coal business to Pothast Bros. The present mgr., Dan Glidewell, will have charge for the new owner.—A. A. Cook.

Boone, Ia.—John W. Jordan, assignee for the B. M. Huntley Grain Co., has published a notice to creditors requesting that claims be filed within 3 months from Dec. 22, 1917.

Pocahontas, Ia.—J. H. Allen has bot the plant of the Pocahontas Elvtr. Co. and will incorporate a company to conduct the business. Possession will be given shortly.

Walnut, Ia.—This company, of which Geo. W. Adams is pres. and gen'l mgr., and P. H. O. Hage sec'y-treas., is getting ready to build an elvtr.—Walnut Grain Co.

Whiting, Ia.—The elvtr. which we recently built is located on the Walnut Ridge stock farm, and is not intended for handling grain commercially.—E. M. Cassaday & Son.

Schaller, Ia.—I have resigned as agt. for J. B. Adams and have taken a position as traveling representative for the Taylor-Bournique Co. I will work in connection with the Sioux City office, of which my brother, Geo. Strom, is mgr. W. F. McLaughlin will succeed me here.—Manuel Strom.



Bill your next Car of Grain  
to

**HENSEY & OWEN**  
GRAIN COMMISSION  
MILWAUKEE



Essex, Ia.—We have recently equipped our office with a moisture tester and sieves for determining dockage in wheat.—Farmers Co-operative Exchange, O. O. Petersen, mgr.

Lorah, Ia.—We have just about completed a 25,000-bu. elvtr. at this place, to be operated in connection with our business at Atlantic.—J. A. Campbell & Son, Atlantic.

Des Moines, Ia.—I am now mgr. of the local office of W. H. Perrine & Co., having removed to this place from Clinton, Ill., where I was mgr. for the E. B. Conover Grain Co.—A. McArty.

Colwell, Ia.—The Colwell Grain Exchange held its annual meeting recently, and voted to handle live stock in connection with its grain business in the future. P. A. Sadtler was elected mgr. by a unanimous vote.

Gray, Ia.—L. D. Hockstrasser is now agt. for the Western Grain Co., having succeeded me upon my resignation to engage in business here as a member of the firm of Dozler & Morris.—J. E. Morris, Pringhar.

Red Oak, Ia.—A few canceled checks was the reward of burglars who broke into the office at the elvtr. of Turner Bros. and took the strong box from the safe. The box, which was locked, was carried away by the robbers.

McPherson sta. (Red Oak p. o.), Ia.—The elvtr. formerly owned by W. H. Peake, who sold it to C. R. Stinson, is now being operated by Stinson & Maxwell, the firm being composed of Carl R. Stinson and Frank H. Maxwell.

Webster City, Ia.—A night watchman has been employed to guard the elvtrs. of the Webster City Elvtr. Co. and A. J. Froning. He will be retained as long as there appears to be need for his services, under the control of the city but in the pay of the elvtr. owners.

Sioux City, Ia.—The report of Sec'y C. J. Furst at the annual meeting of the Board of Trade showed a moderate increase in business for the year, as compared with 1916, and the proportional rates recently granted by the Illinois Central, together with the elvtr. which is now being built, are expected to have the effect of enlarging the volume of grain handled at this market. During the year 1,087 cars of wheat, 1,346 cars of coarse grain and 1,267 cars of hay were inspected, and 1,672 cars of grain were weighed.

## KANSAS

Baileyville, Kan.—E. N. Bailey has installed a moisture tester at his elvtr.

Logan, Kan.—The elvtr. of T. W. Wiltrout has been purchased by Otto Alsdorf.

Overbrook, Kan.—The Overbrook Grain Co. has recently installed a moisture tester.

Great Bend, Kan.—Chas. Andress, who contemplated erecting an elvtr., has abandoned his plans.

Sylvia, Kan.—The Sylvia Mlg. & Grain Co. has rewired its plant to comply with insurance regulations.

Topeka, Kan.—The Barrett-Harper Grain Co. and the M. J. Young Grain Co. have discontinued business.

Galesburg, Kan.—James A. Gillette has removed to Irving, where he is now mgr. for the Farmers Elvtr. & L. S. Co.

Girard, Kan.—William Reckway is installing a Midget Marvel Mill which will be operated in connection with his elvtr.

Arma, Kan.—D. J. Callahan is in charge of this company's business at Arma at the present time.—Kelso Grain Co., Pittsburg.

Irving, Kan.—James A. Gillette, formerly of Galesburg, has succeeded J. C. Shepard as mgr. for the Farmers Elvtr. & L. S. Co.

Hutchinson, Kan.—The Larabee Flour Mills Corporation will move its headquarters office from this place to Kansas City, Mo.

Sharon Springs, Kan.—O. H. Ketcham, who formerly operated an elvtr. at this place, has removed to Cheyenne Wells, Colo.

Castleton, Kan.—The Castleton Equity Exchange has been organized, with capital stock of \$10,000, to engage in the grain business.

Lyons, Kan.—L. H. Edbrook, formerly with the Lyons Mlg. Co. will become vice-pres. and gen'l mgr. for the Robinson Mlg. Co., of Salina.

Washington, Kan.—A. T. Ingman has resigned his position as mgr. for the Farmers Elvtr. Co., and he has been succeeded by Jess Petty.

Hiawatha, Kan.—The Farmers Union has bot the elvtr. of B. V. Sloan, beginning business Jan. 1. I am sec'y of the Union.—E. A. Armstrong.

Corbin, Kan.—The Corbin Mlg. & Elvtr. Co. has increased its capital stock from \$5,000 to \$25,000, and new machinery is being installed in its plant.

Denton, Kan.—We are installing a new Western Sheller and Western Cleaner, with a chain drag to the sheller.—E. T. Denton Grain Co., M. C. Albrecht.

Muscotah, Kan.—Wm. Beven, of Whitecloud, has bot the elvtr. of the Farmers Elvtr. Co., and will operate it. He will continue to reside at Whitecloud.

Sylvia, Kan.—The Sylvia Grain & Supply Co. is installing a Midget Marvel Mill at its elvtr., and expects to have it in operation the latter part of this month.

Kismet, Kan.—We have completed a 35,000-bu. iron clad receiving elvtr. Its machinery equipment is of the very best.—The L. H. Pettit Grain Co., R. A. Ely, agt.

Protection, Kan.—I have purchased the elvtr. and grain business of J. E. Kirk, and will operate it in connection with my business at Coldwater.—P. A. Johnston, Coldwater.

St. John, Kan.—H. C. Chamness, formerly sales mgr. for this company, is now located in Wichita. He has been succeeded in the position here by Charles S. McGinness.—The St. John Mills.

Ottawa, Kan.—W. G. Davisson, of Joplin, Mo., will be mgr. for the Midland Mlg. Co., of Kansas City, having charge of the Forest Park Mill which the company has bot and will put in operation.

Osborne, Kan.—Roy Fouts, formerly ass't mgr. for the Farmers Union Co-operative Ass'n, has been appointed to a position with the Federal Trade Com'n, and has gone to Minneapolis, Minn., to take up his new work.

Abilene, Kan.—The report that we are building a new office building is not correct, as we are only doing a limited amount of remodeling on the old office. We have the work practically completed and expect to move into it in the near future.—The Abilene Flour Mills Co.

Burdett, Kan.—We have repaired our elvtr. at a cost of about \$300. The driveway, elvtr. leg, head and spouting was remodeled and new V-shaped cups were put on the leg belt. Concrete approaches to the driveway were also built.—Farmers Grain & Supply Co., Albert Martin, mgr.

Salina, Kan.—L. H. Edbrook, who has been with the Lyons Mlg. Co., of Lyons, will become vice-pres. and gen'l mgr. for the Robinson Mlg. Co., which was organized by C. E. Robinson, of the Robinson Grain Co., and which has recently let contract for the erection of a 1,200-bbl. milling plant.

Abilene, Kan.—The Abilene Flour Mills Co. is preparing to increase its milling capacity from 550 bbls. to 1,000 bbls. per day, and new machinery is being installed for that purpose. The company also contemplates increasing its grain storage capacity by erecting concrete tanks of about 50,000 bus. capacity.

Hutchinson, Kan.—Paul Phillips, who has been mgr. of the local office of the John Hayes Grain Co., has resigned that position, and he has engaged in business for himself under the firm name of the Paul Phillips Grain Co., with membership in the Board of Trade. The offices of the new firm are in the Rorabaugh-Wiley Building. Mr. Phillips was formerly with the Woodside-Smith Grain Co., at Wichita.

Isabel, Kan.—Chester Johnson, who was formerly agt. for the Bolin-Hall Grain Co., was drafted and is now in training at Little Rock, Ark. I have removed from Hutchinson to this place, succeeding Mr. Johnson.—A. C. Plumb.

Cheney, Kan.—The mill building of the Vinita Co-operative Equity Union Exchange has been leased by P. G. Kroeker and associates, and the plant will be remodeled and its capacity increased before being placed in operation.

The State Grain Inspection Dep't recently announced a new schedule of fees, effective Jan. 1. These rates are higher than those previously charged, and the reason assigned for the raise is that the volume of work is greatly increased since the adoption of the federal standards, which are now being used at all inspection points. The new rates are as follows: inspections, 65c per car, cars inspected on the Missouri side at Kansas City, and going into elvtrs. on the Kansas side, to be accepted on Missouri inspection with a charge of 15c per car for reviewing the inspection, under the same rules that have been in force; reinspections, 65c per car, except when the grade is changed, in which case no charge is made; inspection of sacked grain, 65c per car plus a charge of 40c per hour for time actually consumed in performing the service; moisture test, 25c; extra samples, 25c each; weighing grain into elvtrs. and mills, 50c per car; weighing grain out of public elvtrs., 25c per car; weighing direct transfers, 50c per car. For weighing grain at industries other than mills and elvtrs., where the weighing fees will not pay the cost of the service, a charge of 50c per car will be made, and to this will be added 30c per hour for the time actually consumed in doing the work.

## WICHITA LETTER.

The Schaffer Grain Co. incorporated; capital stock, \$3,100; incorporators, Thad L. and Amy Hoffman, of Wichita, and R. W. Hoffman, of Enterprise.

After having been confined to the house with rheumatism and a badly ulcerated tooth for 2 months W. F. McCullough, of the McCullough Grain Co., is again able to be out.

Bossemeyer Bros. have closed their local office. Paul Bossemeyer, who was in charge of the office, had previously entered into partnership with Jack Marion, formerly traveling solicitor for the Ernst-Davis Grain Co., of Kansas City, and they had engaged in the oil business. They have recently formed a corporation under the name of the American Petroleum Co., and have now wholly discontinued their grain business in this market.

Walter P. Innes, mgr. of the dep't store of the George Innes Co., has been appointed Food Administrator for Kansas to succeed Dr. Henry J. Waters, who has resigned his position as pres. of the Kansas State Agricultural College, and as Food Administrator, to become editor of the Kansas City Weekly Star. It is understood that Dr. Waters recommended Mr. Innes for the post, having seen his work in connection with the Wheat Show held here recently.

## KENTUCKY

Paducah, Ky.—The Paducah Flour & Commission Co. incorporated; capital stock, \$2,000; incorporators, C. E. Jennings, Joseph S. and R. T. Bondurant.

Louisville, Ky.—The Gold Proof Mlg. Co. has received a permit to build a wood and steel mill and elvtr. The plant is to cost \$30,000, exclusive of machinery.

Sturgis, Ky.—We have thought something of erecting a 500-bbl. corn meal plant in the near future, but possibly will not do so before midsummer.—Tidewater Mlg. Co.

Campbellsville, Ky.—Ernest Graves and W. T. Hendrickson, who recently formed a partnership to deal in grain and feed, have disposed of their business to L. A. Collins, of Lebanon. Mr. Graves will continue in charge of the business as mgr. for Mr. Collins.



Paducah, Ky.—A passenger lift in the warehouse of the Paducah Grain & Elevator Co. collapsed recently, crushing James Cummins, an insurance broker, to death. In making frantic efforts to release Mr. Cummins' body, P. A. Jones, gen'l mgr. for the company, was seriously hurt.

## MARYLAND

Hagerstown, Md.—We have heard nothing to confirm the recent report that Weller Bros. contemplate building an elevator, either at this place, or at Millstone, where they are now located.—D. A. Stickell & Sons.

### BALTIMORE LETTER.

John G. Beck has been admitted to membership in the Chamber of Commerce, and the membership of James S. Woodside has been transferred.—Jas. B. Hessong, sec'y.

The Atlantic Coast Shipping Co. incorporated to act as commission merchants; capital stock, \$100,000; incorporators, Arthur R. Lewis, John W. McGrath and Margaret G. Dennis.

Collins Vickers, a pioneer grain man in this market, died Dec. 25. Mr. Vickers succeeded his father in the grain business, and conducted it successfully for a number of years, retiring about 15 years ago. He was 72 years old at the time of his death.

A com'te, consisting of Edward T. Sheil, Jr., Frank S. Dudley, J. Murdoch Dennis, A. F. Sidebottom and Walter F. Macneal, has been appointed to nominate candidates for election to the directorate of the Chamber of Commerce. The annual election is to be held Jan. 28.

The United States Industrial Alcohol Co. of West Virginia, has purchased 30 acres of ground in South Baltimore, upon which it contemplates erecting a large plant for the manufacture of alcohol. About \$500,000 will be spent by the company in preparing for operations, and it is believed that its plant will stimulate the market for off grade corn.

During the 2 years that the Port Covington Elevator of the Western Maryland Railway Co. has been in operation it has handled the following quantities of grain: unloaded from cars, 59,964,148 bus.; unloaded from bay boats, 1,920,607 bus.; loaded into 520 ocean steamships, 60,305,996 bus.; dried, 2,962,010 bus.; cleaned, 6,887,742 bus.; and mixed, 4,169,719 bus.

The suit for \$14,000 which was entered by us against Perrin Bros., of Cincinnati, has been dismissed, we paying the cost. The suit was entered as a matter of form to protect our contract during a time when Perrin Bros. were unable to secure corn, and since the new corn came into market they have satisfactorily completed their contract.—Baltimore Pearl Hominy Co.

On Jan. 1 the style of the hay, grain and feed com'n business of J. M. Frisch & Co., which had been conducted for the past 3 years under that firm name by Walter F. Macneal, was changed to Walter F. Macneal & Co. The change is one in name only, the ownership remaining the same as before, and the business will be conducted in the same manner.—Walter F. Macneal & Co.

## MICHIGAN

Eaton Rapids, Mich.—Two large bean driers are being installed at the elevator of Crane & Crane.

Saginaw, Mich.—W. J. Orr has been at the Battle Creek sanitarium undergoing treatment for rheumatism.

Detroit, Mich.—The Swift Grain Co. has moved its offices from the Chamber of Commerce Building to 404 Free Press Building.

Hastings, Mich.—A farmers organization, of which A. N. Williams is sec'y and C. A. Kerr is mgr., has bot the plant of the Hastings Roller Mills.—X.

Detroit, Mich.—The midwinter meeting of the Michigan Bean Jobbers Ass'n will be held at the Hotel Cadillac, Jan. 31, commencing at 2:30 p. m.—Mary W. Weber, sec'y.

Saginaw, Mich.—E. A. McGeorge, of the firm of E. A. McGeorge & Son, who operate an elevator here, has removed to North Carolina for the winter. Mr. McGeorge is recovering from an attack of pneumonia.

Ishpeming, Mich.—The Hewett Grain & Produce Co. is practically ready to open its branch at this place, the work of remodeling and repairing the warehouse which it has leased being almost completed.

Coldwater, Mich.—We will increase our elevator capacity in the spring by building an addition, and will install new cleaning machinery, hopper and track scales, corn sheller, and other equipment.—Wm. A. Coombs Mfg. Co.

Hillsdale, Mich.—The elevator owned by J. L. Maloney & Co., of Hudson, was burglarized recently and a quantity of grain taken. There was no money in the office at the time, and the exact amount of grain that was stolen is not known.

Gladwin, Mich.—The interest of S. B. Neely in the firm of Flynn and Neely has been bot by F. J. Flynn. Mr. Flynn then sold a ½ interest to Charles Wolohan, and the business will be conducted in the future under the name of Flynn & Wolohan.

Detroit, Mich.—Fire destroyed the conveyor at the elevator of the Union Depot Elevator Co. Dec. 29, causing a loss of \$25,000. It was extinguished before it had reached the elevator building itself, which contained 1,000,000 bus. of wheat, corn and oats. The fire is believed to have been due to incendiaryism.

## MINNESOTA

Danube, Minn.—The elevator of the Farmers Elevator Co. was destroyed by fire Dec. 31.

Beltrami, Minn.—The Beltrami Elevator & Mfg. Co. incorporated; capital stock, \$10,000; incorporators, Thomas S. Ervin, H. C. Ervin, Jr., Geo. Reis and Thomas Hughes.

Madelia, Minn.—The C. S. Christensen Co. will install a 450-h. p. electric motor to drive its plant. The company has purchased the motor, transmission rope and transmission machinery.

Kimball, Minn.—Peter H. Sothman, who was mgr. for the Farmers Co-operative Equity Elevator Co., has resigned and removed to Cut Bank, Mont., where he is now mgr. for the Equity Co-operative Ass'n.

Stillwater, Minn.—B. B. Sheffield, of the Minneapolis Mfg. Co., Minneapolis, has bot the interest of H. Krampitz, Joseph Nelson and F. Pottratz in the mill and elevator of the Minneapolis Rye & Cereal Mfg. Co. and will operate the plant in the future.

Elbow Lake, Minn.—Joseph Ellingson, an employee at the elevator of the Farmers Elevator & Supply Co., sustained a painful injury recently while applying belt dressing to the drive belt from the gasoline engine. His hand caught in the splicing of the belt and was carried around the pulley. A bone in his forearm was fractured and his hand and wrist otherwise bruised.

### DULUTH LETTER.

Directors of the Board of Trade Clearing Ass'n whose terms expired at the close of the year were: S. H. Jones, G. G. Barnum, W. J. McCabe, J. F. McCarthy, Thomas Gibson and G. H. Spencer.

Irving T. Moore, son of Watson S. Moore, of the W. S. Moore Grain Co., and sec'y of the Food Administration Grain Corporation, died Dec. 19 at the New London, Conn., naval station, from pneumonia.

The annual caucus for the nomination of officers of the Board of Trade was held Jan. 5. Those whose terms expired were: M. L. Jenks, pres.; B. Stockman, vice-pres.; directors, J. H. Barnes, D. T. Helm, and C. F. Haley; arbitration board, G. G. Barnum, W. S. Moore, and William Gretum; appeals board, Thomas Gibson, F. E. Lindahl and M. M. McCabe; inspection com'te, H. A. Starkey, J. F. McCarthy, A. M. Prime, C. F. Haley and M. M. McCabe.

### MINNEAPOLIS LETTER.

Todd W. Lewis, of C. E. Lewis & Co., is doing Red Cross work in France.

Austen S. Cargill, a member of the Cargill Grain Co., has enlisted in the navy.

E. A. Cawcutt, of the Northern Grain Com'n Co., is now in training at the officers' training camp at Plattsburg, N. Y.

Frank H. Higgins, sec'y of the Salyards Grain Co., has been commissioned a second lieutenant in the army, and has been assigned to duty at Fort Riley, Kan.

The following memberships in the Chamber of Commerce have been transferred: From F. S. Funke to George J. Reed, F. B. Beaupre to C. T. Mears, F. L. Haines to A. H. Poehler.

The following memberships in the Chamber of Commerce have been posted for transfer: From C. A. Brown to Geo. K. LaBatt, D. McKinnon to G. A. Saunders, L. S. Allen to D. McKinnon.

Prof. C. H. Dailey, of the University of Minnesota, has been directed by the agricultural com'te of the board of regents to devote 5 days a week to the study of dust explosions in elevators, mills and warehouses.

A warehouse division of the quartermaster's dept of the army, to act in providing and controlling storage facilities for army supplies, is being organized by Frederick B. Wells, vice-pres. of F. H. Peavey & Co.

Dan McKinnon, who has been the local representative of Logan & Bryan for several years, has resigned that position to open a local office for Thomson & McKinnon, of Chicago. Al Saunders will succeed Mr. McKinnon with Logan & Bryan.

The Shane Bros. & Wilson Co. has been incorporated with capital stock of \$700,000 to conduct a general grain and milling business. Geo. C. Shane, of Philadelphia, is pres.; Fred O. Shane, of Philadelphia, and William J. Wilson, of Merion, Pa., vice-pres.; and William Fulton, Minneapolis, sec'y and treas.

The Century Mfg. Co. has been incorporated to conduct a grain and milling business; capital stock, \$1,000,000. The officers are: Charles Vogel, pres.; John H. Siegel, vice-pres.; William Silverson, treas. all of New Ulm; Patrick A. Murphy, sec'y-mgr. and Harold C. Vogel, 2d vice-pres., both of Minneapolis.

## MISSOURI

King City, Mo.—The elevator of C. E. Frederick & Co. has been sold to Albert Van Meter.

Plattsburg, Mo.—Farmers in this locality are considering plans to form a company to build an elevator and engage in the grain business.

Springfield, Mo.—The Green County Grain Co. incorporated; capital stock, \$24,000; incorporators, W. S. Gunning, W. J. McDaniels and R. E. Laughlin.

Ironton, Mo.—The report that we plan to enter the grain business more extensively is incorrect. We have storage facilities for about 25,000 bus. of wheat but have not considered entering the business except in connection with the operation of our mill.—Hartzell Mfg. Co.

### KANSAS CITY LETTER.

We have discontinued our grain business, but are still occupying our place of business.—The Katy Grain Co., A. A. Hassenpflug, sec'y.

The elevator of the Frisco Elevators Co., formerly operated by the Brodnax-McLiney Grain Co., referred to as being located at Memphis, Tenn., is located at Rosedale, Kan., the known as the Memphis Elevator.

The Larabee Flour Mills Corporation has announced that it will move its headquarters office from Hutchinson, Kan. to this city. A location has not yet been chosen, but negotiations are now under way for space in an uptown office building.

The directors of the Board of Trade passed a ruling after the close of the session Saturday, Jan. 5, discontinuing trading in corn for future delivery. At a meeting held Monday morning, Jan. 7, this action was rescinded and operations in corn futures were, therefore, not interrupted. The maximum price on corn remains at \$1.28.



The directors of the Board of Trade adopted a resolution Dec. 28, ending trading in corn for December delivery on that day. December corn had been at the maximum price of \$1.28 for a week or more, and the action was taken to prevent complications that might have arisen had trading been permitted up to the end of the month. A com'te was appointed to fix the price at which existing contracts should be settled.

## ST. JOSEPH LETTER.

The Aunt Jemima Mills Co. is building 3 reinforced concrete grain storage tanks, each 18 feet in diameter. The Lehr Construction Co. has the contract.

The annual dinner of the Grain Exchange was held in the Crystal Room of the Hotel Robidoux on Jan. 8. The affair was well attended, and was greatly enjoyed by those present. It was fully as successful as have been the annual dinners in the past.

J. Ralph Pickell, editor of Rosenbaum's Review, of Chicago, delivered an address to members of the Grain Exchange, the Chamber of Commerce, and others, at the Huffman Memorial church, Dec. 23. Mr. Pickell's subject was, "Looping the World in War Time."

The new mill and elvtr. of the Larabee Flour Mills Corporation was formally opened recently. Special train service was provided from the union station to the plant and a large number of visitors visited the mill and light refreshments were served. Women guests were presented with a handsome souvenir spoon bearing a picture of the mill in the bowl. The plant had been in operation about 2 weeks, its present capacity being about 2,500 bbls., and another unit of equal size is to be installed within the next few months.

G. W. Carter, of the G. W. Carter Grain Co., who was expelled from the Grain Exchange in November, 1917, following charges of uncommercial conduct, has filed suit against the Exchange for \$100,000 damages, alleging that members of the Exchange, whom he names as co-defendants, unlawfully conspired to fine, suspend and expel him. The claim is made in the petition that the Grain Exchange maintains a monopoly of the grain trade in St. Joseph, and that it is impossible to transact a grain business profitably without being a member of the Exchange; and, further, that the G. W. Carter Grain Co. was doing a thriving business, which was injured by the action complained of.

## ST. LOUIS LETTER.

C. H. Langenberg, who was formerly with the Langenberg Bros. Grain Co., is now connected with the agency which is purchasing hay and oats for the government.

Eugene Gissler has resigned his position with Hubbard & Moffitt to accept the position as the local representative of Ware & Leland, made vacant by the resignation of W. E. Stewart.

Alex. C. Harsh has discontinued his business, which was conducted under the name of Alex. C. Harsh & Co., and has succeeded the late Trave Elmore in charge of the business of the Elmore-Schultz Grain Co.

The Klosterman-Patton Grain Co., which was recently incorporated, is now actively engaged in the grain commission business with offices in the Pierce Building. The company has succeeded Wm. J. Klosterman.

Thomas K. Martin of Graham & Martin, who was injured recently when he slipped and fell downstairs at his home, spraining his ankle severely, is again able to be on the floor of the Merchants Exchange, altho he is compelled to use crutches.

John J. O'Rourke, of Powell & O'Rourke, and a member of the Merchants Exchange died Dec. 27. Mr. O'Rourke became ill of pneumonia a short time ago, following exposure while supervising the work of constructing the new elvtr. and drier which the company is building, and this illness resulted in his death. A floral piece from members of the Exchange was among the floral offerings.

The Merchants Exchange will display a service flag, with a star to represent each member, or son or employee of a member in the country's service. The flag will be furnished by a director of the Exchange, who asked to be permitted to supply it.

Moses Fraley died recently after an illness of 3 months from uremic poisoning. Mr. Fraley was 74 years old, and engaged in the grain business in this market in 1883 as Fraley & Carter. A large volume of business was done by the firm in the two years which followed, and in 1885 a large fortune had been built up. All of it, and more, was lost in the wheat corner of the latter year, and Mr. Fraley spent the last 10 years of his life paying back all that he owed.

A tract of land in North St. Louis has been purchased by a syndicate of eastern and southern capitalists and it is said that contracts will soon be let for the erection of a warehouse, elvtr. and storage house to cost \$3,000,000. A portion of the land is now idle, while railroad switching yards use the remainder, and it is understood that the recent purchaser, in addition to engaging in the grain business, will establish new rights of way to the property for the Santa Fe and C. & N-W. railroads. The syndicate is known as the Dock Street Terminal Realty Co.

At the annual election of the Merchants Exchange, held Jan. 2, the officers who have served during the past year were re-elected for the year 1918. These are: Pres., John O. Ballard; 1st vice-pres., Edward C. Andrews; 2nd vice-pres., Charles L. Niebauer. Nat. L. Moffitt was elected a director for 1 year to fill the vacancy created by the death of Trave Elmore; and Roger P. Annan, Jr., Frederick Krey, Albert J. Rogers, Louis A. Valier and J. Frank Vincent were elected directors for 2 years. Clifford H. Albers, J. Paul Berger, Arthur C. Bernet, M. J. Connor, Louis A. Engel, James M. Gettys, Louis T. Hall, Wm. M. Louderman, Wm. C. McCoy, Zeb. P. Owings, Erich Picker, A. C. Robinson, were elected to the Appeals Com'te, and Gilbert Sears, W. J. Edwards, E. F. Catlin, Geo. C. Martin, Jr., Hugh J. Brady, George Harsh, Cary H. Bacon, W. K. Stanard, James A. Connor, Robert W. Pommer, were elected to the Arbitration Com'te.

## MONTANA

Daleview, Mont.—I am no longer in the grain business, having been succeeded as agt. for the Atlantic Elvtr. Co. by C. W. Truesdell.—Carl Berger.

Harlowton, Mont.—The Montana Flour Mills Co. will enlarge its plant. The capacity of the mill, after the alterations are completed, will be 1,800 bbls.

Windham, Mont.—The Farmers Co-operative Elvtr. Co. has installed a cleaner and fanning mill for grading seed. The company purposes to clean and grade seed for its patrons.

Cut Bank, Mont.—I have resigned my position as mgr. for the Farmers Co-operative Equity Elvtr. Co. of Kimball, Minn., and am now mgr. for the Equity Co-operative Ass'n, at this place.—Peter H. Sothman.

Great Falls, Mont.—The new milling plant of the Montana Flour Mills Co. has been completed and is now in operation. The grain storage capacity is 450,000 bus., there being 15 circular reinforced concrete tanks; and the milling capacity is 1,500 bbls.

Missoula, Mont.—The Ravalli Cereal & Flour Mill Co., formerly the Hamilton Cereal & Flour Mill Co., now has in operation the milling and elvtr. plant which it purchased from the Western Montana Flouring Co. The company originally owned a mill and elvtr. at Hamilton, but when that burned last spring the Western Montana Flouring Co.'s plant at this place was purchased, and the name of the company was changed. The plant is operated by electric power, and several improvements have been made by the new owner, Isaac A. Welk is pres. and mgr., and C. F. Pride sec'y-treas. of the company.

Chinook, Mont.—E. O. Nelson, who was agt. for the St. Anthony & Dakota Elvtr. Co., has removed to Canada.

## NEBRASKA

Lorenzo, Neb.—The Farmers Elvtr. Co. has recently been organized to engage in the grain business.

Lexington, Neb.—The Lexington Mill & Elvtr. Co. has been incorporated with capital stock of \$150,000.

York, Neb.—The York Mlg. Co. is installing a new 100-h.p. oil engine to operate its mill and elvtr.

Omaha, Neb.—The E. Stockham Grain Co. has opened offices in this city with E. A. Lucke in charge.

Madison, Neb.—Nicholas Schmitt, mgr. for the Farmers Elvtr. Co., was married recently to Miss Wilhelmina Besk.

Ponca, Neb.—The Farmers Union Co-operative Ass'n incorporated; capital stock, \$60,000; incorporators, Paul Lotte and others.

Keystone, Neb.—Construction work is progressing rapidly on the new elvtr. of the Farmers Elvtr. Co., and it will be completed soon.

Fremont, Neb. — The Nye-Schneider-Fowler Co. is displaying a service flag bearing 14 stars in honor of its employees who are in the country's service.

Hampton, Neb.—I am now agt. for the T. B. Hord Grain Co. at this place, having been transferred when the company closed its elvtr. at Hordville.—M. Sheppard.

Hordville, Neb.—The T. B. Hord Grain Co. closed its elvtr. on account of the corn being hailed out, and the failure of the wheat crop.—M. Sheppard, Hampton.

Washington, Neb.—I have succeeded Sam Beebe as agt. for the Nye-Schneider-Fowler Co. Mr. Beebe resigned and went into business for himself.—Roger Gorman.

Scottsbluff, Neb.—The Scottsbluff Mlg. Co. incorporated to conduct a grain business; capital stock, \$25,000; incorporators, C. E. Boggs, J. W. Boggs and R. L. Cook.

Roca, Neb.—We have let contract to W. C. Bailey for a new 18,000-bu. elvtr., to be equipped with up-to-date machinery.—Roca Grain & Coal Co., Robt. W. Jark, mgr.

Monowi, Neb.—F. L. Bates is in charge of the elvtr. of the Trans-Mississippi Grain Co. while the agt., Z. T. Miller, is recovering from an operation in a hospital at Spencer.

Raeville sta. (St. Petersburg p. o.), Neb.—Construction work has again been started on the elvtr. of the Crowell Lbr. & Grain Co., after having been suspended because of cold weather.

Goehner, Neb.—We have built a new coal shed, and have installed electric motors and a larger cleaner in our elvtr. Have also added cement as a side line.—Goehner Elvtr. Co., Chas. Gemble, mgr.

Richfield, Neb.—I have sold my elvtr. to H. W. Cockerill. Mr. Cockerill, who is a live stock feeder, expects to feed most of the grain grown here. I am in charge of the elvtr. as mgr.—G. H. Graham.

Richland, Neb.—The Farmers Co-operative Ass'n, of which J. O. Garner is mgr., has built a 24-ft. addition to its office, and a similar addition to its coal sheds. A 10-h.p. oil engine has been installed in the elvtr.

Saltillo, Neb.—We will remodel our elvtr. at this place, installing a new engine, automatic scale and cleaner. W. C. Bailey has the contract to do the work, which is to be started at once.—Roca Grain & Coal Co., Robt. W. Jark, mgr., Roca.

Schubert, Neb.—The elvtr. which I am building will have a capacity of 15,000 bus., its equipment including an oil engine, a Barnard & Leas cleaner and a Richardson Automatic Scale. The Birchard Construction Co. is doing the work, and the elvtr. will soon be complete. It was designed to reduce the cost of operation to a minimum, and it is strictly a 1-man house. It will be operated as the Mayer Elvtr.—J. A. Mayer.



Elk Creek, Neb.—The Farmers Co-operative Ass'n, which recently succeeded C. M. Linn in the grain business at this place, has been incorporated with capital stock of \$25,000. Incorporators, A. F. McReynolds, J. W. Fink and others.

Walton, Neb.—The Farmers Co-operative Grain Co., which was recently incorporated with capital stock of \$25,000, of which \$15,000 is paid up, has bot the elvtr. of S. C. Wilson, taking possession Jan. 1. L. K. Schoenleber is pres. of the company, and B. F. Parmenter is sec'y.

Mead, Neb.—We have under construction a 40,000-bu. reinforced concrete elvtr. The construction work is being done by D. F. Hoag & Co. The house is composed of 4 tanks, 72 feet high, with a 28-ft. cupola on top of the tanks. It is equipped with up-to-date machinery, including a cleaner, hopper scale, car puller and manlift. Power is furnished by 2 10-h.p., 1 7½-h.p., 1 5-h.p. and 3 3-h.p. motors. There are two legs, and the 2-story office is attached to the tanks and a 22-ft. wagon scale is built adjoining the office. Work on the plant is suspended at present on account of cold weather, but it is to be resumed as soon as the weather will permit.—Farmers Union, Inc., Eland Johnson, mgr.

Omaha, Neb.—At a meeting of the directors of the Grain Exchange held Dec. 18 sub-division (h) of Regulation 9, Article 8, was amended as follows: In order to have a uniform practice among the members of the exchange, the war revenue tax on inbound freight, or any advance charges made by the railroads on grain and seeds consigned to this market, shall be paid by the owner. Any departure from this will be considered a violation of the commission rule, and punishable as therein provided. At the same time sub-division (k) was amended by the adoption of the following resolution: On all grain sold delivered it shall be the duty of the seller to pay the war revenue tax, and it shall be the duty of the buyer to pay the said tax on all grain bought f. o. b. shipping point. Any departure from this will be considered a violation of the rule and subject to the penalties as herein provided. The amendments to the same sub-divisions adopted Nov. 20, 1917, were cancelled.

## NEW ENGLAND

Greenwich, Mass.—Henry Frederick, founder and treas. of the Westchester Grain Co., died recently.

Boston, Mass.—Harry C. Josselyn, of the firm of Brown & Josselyn, has been admitted to membership in the Chamber of Commerce.—S.

Woonsocket, R. I.—We expect to build a 35,000-bu. elvtr. next spring and have purchased the machinery for the plant.—The A. Mowry Co.

West Bridgewater, Mass.—The West Bridgewater Grain Co. incorporated; capital stock, \$20,000; incorporators, Walter S. Little, pres.; Herbert L. Hammond, and others.

Berwick, Me.—The Fleming, Lufkin Co. incorporated to deal in grain and flour; capital stock, \$30,000; incorporators, H. A. Fleming, pres., E. F. Gowell, clerk, and A. R. Lufkin, treas.—S.

Springfield, Mass.—N. B. Ballard, who has been mgr. of the grain and coal business of Potter & Co. at Athol, has been transferred to this place and is now mgr. of the company's business here.

Athol, Mass.—N. B. Ballard, who has been mgr. of the local branch of the grain and coal business of Potter & Co. has been transferred to Springfield. He has been succeeded by E. L. Forbes, who has been bookkeeper for the company.

Boston, Mass.—Under the leadership of the Chamber of Commerce a united effort is being made to rid the city of rats. The campaign is being conducted in co-operation with the Dep't of Agriculture, and, in addition to the work of killing the pests, a campaign of education is being carried on with a view to making elvtrs., granaries and other food storage buildings rat proof.—S.

Boston, Mass.—The Chamber of Commerce is taking active steps to increase the volume of trade between this port and the west and northwest, and com'ites are at work upon the various phases of the subject. The work includes the establishment of an all water route with regular service between Boston and the Middle West, and the increase of wharfage space and shipping facilities at this port. Plans are being considered to revive trade over the Erie canal, and studies are being made of methods for handling grain cargoes, both loading to and unloading from railroads which will carry such products east of the Hudson River. The Chamber of Commerce is also at work to secure abolition of the differential rate against New England, and in favor of New York via the Canadian Atlantic rail and lake route to the west.—S.

## NEW MEXICO

Santa Fe, N. M.—C. L. Bowlds has been admitted to partnership in this company. We handle grain in carlots, but operate no elvtrs.—Santa Fe Hay & Grain Co.

## NEW YORK

Kingston, N. Y.—The Kingston Grain Co. incorporated; capital stock, \$25,000; incorporators, F. B. Matthew, J. S. Dumond and others.

Batavia, N. Y.—The Interstate Grain & Steel Co. has purchased ground upon which to erect a seed and grain elvtr. The site is located on the line of New York Central, with switching facilities to that road.

Binghamton, N. Y.—L. McLean Wilson, formerly of Montrose, Pa., is now gen'l sales mgr. for the Empire Grain & Elvtr. Co. His father is pres. of the company, and the change was made necessary by reason of the fact that 4 of Mr. McLean's brothers have entered the country's service.

Merrifield, N. Y.—The elvtr. of the Scipio Patrons Supply Co., together with about 8,000 bus. of grain, burned Dec. 31. The cause of the fire is not known, but it is said to have been discovered in the engine room, and for that reason it is believed that it was due to the overheating of the engine, or to an accident or breakdown in it. The loss on the building was \$10,000, and that on grain \$15,000. A car which was being loaded at the time of the fire was consumed.

Batavia, N. Y.—It is reported that the Armour Grain Co. is negotiating with Andrew Ross, pres. of the Ross Food Co., for the purchase of his company's plant. The plant has been idle almost all of the time since the Shredded Wheat Co. obtained an injunction restraining the Ross Food Co. from making whole wheat biscuits. The suit is now pending in the United States circuit court of appeals. It is understood that the Armour Grain Co. contemplates using the plant for the manufacture of rolled oats, corn flakes, and other products.

## BUFFALO LETTER.

E. M. Husted, pres. of the Superior Elvtr. Co., has been appointed director of war savings for Erie County.

The grain business of Albert C. Davis has been incorporated with capital stock of \$25,000. Clifford Nichols and A. A. Congdon are associated with Mr. Davis.

On the occasion of his leaving for military camp at Yaphank, Long Island, the members of the Chamber of Commerce tendered a farewell dinner to Second Lieut. Samuel O. Hall, former pres. of the Hall Feed & Grain Co.

Richard M. Richardson, gen'l sup't for the Keystone Warehouse Co., died Dec. 31, of pneumonia. Mr. Richardson had been identified with the company about 20 years, having come to it after being engaged in construction work in this country and in Mexico.

## NORTH DAKOTA

Leal, N. D.—The elvtr. of N. J. Olson & Co. burned Dec. 17.

Langdon, N. D.—A. McDonald, formerly of Lynchburg (Durbin p. o.), is now mgr. for the Langdon Elvtr. Co.

Lynchburg sta. (Durbin p. o.), N. D.—A. McDonald has removed from this place to Langdon, where he is mgr. for the Langdon Elvtr. Co.

Stanton, N. D.—Wm. Schoenborn has resigned his position as mgr. for the Powers Elvtr. Co. and will remove to a farm near Melrose, Minn.

Des Lacs, N. D.—Actions have been commenced in district court by holders of unpaid storage receipts issued by the Hoge Elvtr. Co., which suspended operations over a year ago, to recover the value of the grain.

Glen Ullin, N. D.—We have installed electric motors in our elvtr., and built an addition, 30x40 feet, to the building. Have also made general improvements and repairs to the plant.—Glen Ullin Co-operative Elvtr. Co.

Gwinner, N. D.—The Farmers Grain Co. of Gwinner has bot the elvtr. of the Farmers Mill & Grain Co., paying \$6,000 therefor. The new company has been incorporated with capital stock of \$15,000 by Nels Petterson, A. J. Anderson and R. P. Johnson.

Milnor, N. D.—The stockholders of the Farmers Mill & Grain Co. recently held a meeting and decided upon a method for the distribution of the company's assets. One-third of the face value of the stock was ordered paid in cash, and a further dividend of about 25% is to be paid about Mar. 1. The company still has some building sites, which will be offered for sale.

Burlington, N. D.—Holders of unpaid storage receipts from the Hoge Elvtr. Co. which was forced to suspend operations some time ago, have commenced action in court to recover the value of the unpaid for grain of the storage receipt holders. This grain, it is charged, was removed from the elvtr. by com'isn houses before it became the property of the Hoge Elvtr. Co.

Bismarck, N. D.—In announcing its decision after hearing the evidence introduced at the hearing on the complaint of J. A. McGovern, deputy inspector of grades, against Guy H. Sawyer, agt. the Victoria Elvtr. Co., Roach; R. L. Olson, agt. the Victoria Elvtr. Co., Berthoud; R. A. Rasmussen, Palermo; H. J. Arnold, of the Arnold Elvtr. Co., and N. G. Nelson, of the Nelson Grain Co., Stanley, in which the grain buyers named were charged with unfair grading of grain, the railroad com'isn stated that it does not deem the errors in grading of sufficient gravity to warrant the cancellation of the buyers' license to inspect grain. The men were also warned to avoid such errors in the future. It has been reported recently that a complaint has been filed with the com'isn against Mr. McGovern, in which the com'isn is asked to revoke his license as an inspector on the ground that he has been unfair in administering the duties of the office.

## OHIO

Convoy, O.—The Convoy Equity Exchange Co. contemplates installing a meal bolter. D. A. Bricker is mgr. for the company.

Marion, O.—H. J. Walter, son of J. A. Walter, of Buffalo, and until recently located at Cairo, Ill., is now mgr. for the Marion National Mlg. Co.

Jenera, O.—There is a movement here to organize a farmers' co-operative company to handle farm products, lumber, coal and feeds.—Risser & Good.

Washington C. H., O.—The McDonald Co., which recently purchased the elvtrs. of Rapp & Son at Selden and Glendon sta. (Selden p. o.), has been incorporated with capital stock of \$10,000 by John McDonald.

Condit, O.—I recently sold my elvtr. to H. W. Updike, of Centerburg. He will operate it in connection with the elvtr. of T. D. Updike & Son, also of Centerburg. I have not re-entered the grain business.—F. L. Bale.



Toledo, O.—Mr. and Mrs. William W. Cummings have announced the marriage of their daughter, Ruth Evelyn, to Mr. Ralph Curtis Girkins on Jan. 5. Mr. and Mrs. Girkins will be at home after Feb. 1 at 857 West Grove Place.

Greenville, O.—John P. Teegarden, a member of the firm of Teegarden & Mendenhall, grain dealers, died Dec. 25 as the result of an attack of apoplexy which he suffered a few days before. Ill health forced Mr. Teegarden to retire from active participation in his grain business, and it was turned over to his son, Walter. Mr. Teegarden was in his 56th year and had spent practically all of his life in this and an adjoining county.

## CINCINNATI LETTER.

Cincinnati, O.—The Grain & Hay Exchange did not hold its annual New Year's jubilee this year, the members having decided to dispense with this feature event during the war.

Lieut. George Earl Root, who before his enlistment in the officers' reserve corps was connected with the grain firm of Whitcomb & Root, was married recently to Miss Norma Havekotte of Clifton Heights.

The nominating com'te has selected the following 10 candidates for election as members of the board of directors of the Chamber of Commerce at the annual election Jan. 9: Val Duttonhofer, Jr., Edwin C. Gibbs, Alfred Gowling, Charles L. Harrison, Gustav Jarecki, David C. Jones, George H. Lewis, Roland A. Meyer, Henry Rollman and Stuart B. Sutphin. Five directors are to be elected.

The suit which was brot by the Baltimore Pearl Hominy Co., of Baltimore, Md., against Perrin Bros. for failure to deliver corn on contract, has been dismissed at the cost of the plaintiff. It is explained that the suit was entered as a matter of form by the Baltimore Pearl Hominy Co. to protect its contract during a time when Perrin Bros. were unable to secure corn, and that when new corn came into the market the contract was satisfactorily completed and the suit dropped.

E. A. Fitzgerald of the Grain & Hay Exchange of the Chamber of Commerce named D. J. Schuh mgr. for the Exchange in the membership campaign of the Red Cross, and 10 team captains were appointed to assist him. The captains were A. Bender, A. Braun, H. M. Brouse, G. A. Colier, J. E. Collins, Jr., J. E. Hener, Charles Hill, Earl F. Kramer, G. E. Linder and Frank R. Maguire. Their report, made Dec. 24, showed that 256 employes of members of the Exchange had become members of the Red Cross. This does not take into account firms or individuals who previously had contributed, and in every case reported by the team captains, each firm showed a 100% membership.

## OKLAHOMA

Watonga, Okla.—Fire destroyed the elvtr. of the Watonga Grain Co., with its contents, Dec. 23.

Eagle City, Okla.—We bot the elvtr. of the Chalfant-Nelson Grain Co.—Guthrie Mill & Elvtr. Co., Guthrie.

Hinton, Okla.—Fred Zobisch, of this company, is spending the winter at Roswell, N. M.—Hinton Mlg. Co.

Bessie, Okla.—This company has bot the local elvtr. of the Chalfant-Nelson Grain Co.—Guthrie Mill & Elvtr. Co., Guthrie.

Strong City, Okla.—We have bot the elvtr. of the Chalfant-Nelson Grain Co. at this station.—Guthrie Mill & Elvtr. Co., Guthrie.

Canton, Okla.—We have purchased from the Chalfant-Nelson Grain Co. their elvtr. located at this place.—Guthrie Mill & Elvtr. Co., Guthrie.

Pawhuska, Okla.—The Harris Grain Co. incorporated; capital stock, \$10,000; incorporators, P. S. Harris, J. L. Duncan and W. T. Leahy.

Altus, Okla.—The J. T. Gibbons Grain Co. incorporated; capital stock, \$10,000; incorporators, A. H. Gibbons, U. H. Hoover and J. D. Durham.

Billings, Okla.—The Enid Mlg. Co. is building a brick building, 24x48 feet, to be used for an office and warehouse, and to replace the old buildings which have been in use.

Oklahoma City, Okla.—G. T. Daniel, formerly with the W. L. Perkins Grain Co., has purchased the name, Oklahoma Export Co., from J. J. Stinett. Mr. Stinett will continue in business under his own name.

Delaware, Okla.—Warehouse which we were using under lease at this place was destroyed by fire Dec. 11 with \$3,000 worth of flour, feed and grain. The cause of the fire is unknown.—Lenapah Grain & Hay Co., Wm. Grover, Lenapah.

Blackwell, Okla.—The Blackwell Mill & Elvtr. Co. will replace its elvtr. "B," which burned recently, with a reinforced concrete elvtr. of larger capacity than that of the old house. Construction work will begin as soon as the weather permits.

Cherokee, Okla.—The Kansas Flour Mills Co. is now installing machinery to increase the capacity of its plant at this place. The work was planned last spring and orders were placed for the material, but delays in shipment caused the postponement of the work.

McAlester, Okla.—The McAlester Grain & Elvtr. Co. has completed the elvtr., for which contract was let to the Burrell Engineering & Construction Co. some time ago. S. T. King is pres. and C. T. Hardeman is mgr. of the company, and they are also interested in the Hardeman-King Co., of Oklahoma City.

## OREGON

Saxe sta. (Pendleton p. o.), Ore.—There are several warehouses, but no elvtr., at this station. There have, as yet, been no definite steps taken to erect an elvtr.—X.

Athena, Ore.—At a meeting of farmers of this community which was held recently preliminary steps were taken to build a reinforced concrete elvtr. of 100,000 bus. capacity.

Sheridan, Ore.—Sylvester Potter, a retired grain dealer, died at his home here Dec. 31. Mr. Potter built an elvtr. at this place in 1877 and disposed of it in 1908. He was in his 82nd year at the time of his death.

Milton, Ore.—A local company plans to erect a mill and elvtr., to be placed in operation during the next season, and a com'te, consisting of F. E. Cockburn, H. M. Cockburn and William Harder, has been appointed to investigate the matter.

Portland, Ore.—The public dock com'isn has received bids for furnishing 42 electric motors and 3 transformers for the 1,000,000-bu. elvtr. now under construction at the St. Johns terminals. The bids were referred to the engineer of the com'isn.

Fulton sta. (Pendleton p. o.), Ore.—There is no elvtr. at this station, and have heard of none to be put up at present.—X.

McCormach sta. (Pendleton p. o.), Ore.—There is no grain elvtr. at this place and any plans by the Farmers Union to build a plant have not matured, altho it is possible they may build.—X.

Carleton, Ore.—A double explosion in the elvtr. of the Johnson, Elvtr. Co. on the morning of Dec. 23 caused a fire which destroyed the building and contents with a loss of about \$22,000. The safe was later found to have been drilled, but not opened. The elvtr. was valued at \$10,000 and about \$12,000 worth of grain was stored in the house. The fire is believed to have been due to incendiarism.

Portland, Ore.—The suspension of trading is being considered by members of the Merchants Exchange, owing to the fact that there is very little activity since the elimination of millfeed dealings, which leaves only corn, oats and barley to be handled. It is also thought that the government may request the Exchange to cease trading in barley futures, inasmuch as it is understood that the recent action of the Grain Trade Ass'n, at San Francisco, in discontinuing future trading in this grain was made because of such a request.

Pendleton, Ore.—Farmers in this locality are discussing a plan to erect 6 more big concrete elvtrs. to handle grain in bulk next season. Subscription lists for building the plants are already in circulation. The elvtrs. will be from 50,000 bus. to 100,000 bus. capacity. The Farmers Union is the organization which is behind the movement is increasing its capital stock to \$200,000 for the purpose of erecting the elvtrs. It is said that there is no question that elvtrs. will be built at Joseph, Alicel, Imbler and Cove, in Union and Wallowa Counties, before the next crop moves.

## PENNSYLVANIA

Philadelphia, Pa.—Abraham C. Goodshall, one of the oldest members of the Commercial Exchange, died Dec. 16 at his home in Lansdale.

Steelton, Pa.—The John Hoffer Mlg. Co. will rebuild its mill which burned recently, but the elvtr. will not be replaced, owing to the scarcity of material and labor.

Philadelphia, Pa.—The elvtr. and warehouse formerly owned by S. D. Hunsberger has been taken over by Walton Bros., dealers in grain, feed and hay. The new owner made some needed improvements in the plant before placing it in operation.

## SOUTH DAKOTA

Freeman, S. D.—The elvtr. of the Farmers Land, Loan & Grain Co. has been leased by Kayser & Doering, who have opened it for business.

## A Trial Order

**GRAIN DEALERS JOURNAL**

305 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find One Dollar Fifty-five Cents.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

..... bus.

State.....

Use Universal Grain Code and Reduce Your Tolls.



Alpena, S. D.—We have installed a grain tester at our elvtr.—Alpena Farmers Elvtr. Co., M. A. Manwering, mgr.

Hillsview, S. D.—I have resigned as mgr. for the Hillsview Equity Exchange, and am now mgr. of the lumber and hardware business of the Volk Merc. Co., at this place.—Henry Reiner.

New Effington, S. D.—I have sold my elvtr., known as the Independent Elvtr., to a farmers organization for \$7,500, and am now in charge of the business as mgr. for the new owner.—S. Arneson.

Sioux Falls, S. D.—The mill and elvtr. known as the Queen Bee Mills will be placed in operation about Jan. 15 by the new owner, the Larabee Flour Mills Corporation, with C. Somers as mgr.

Tolstoy, S. D.—Meyers & Stroukel have lot the elvtr. of Carl M. Jorgensen, and the plant is now in operation under the new ownership. W. G. Meyers, a member of the new firm, was mgr. for Mr. Jorgensen for the past 3 years.

Sioux Falls, S. D.—I am now in the employ of the Bureau of Markets, and have been traveling for the past 3 months, doing work in connection with the Grain and Hay Market Reporting Service. I have received a permanent appointment at the branch office at Minneapolis, Minn., effective Dec. 26.—E. T. Hanson.

Lily, S. D.—H. O. Enger, of the Enger Grain Co., has been arrested, charged with having obtained about \$17,000 under false pretenses from the Van Dusen Harrington Co., of Minneapolis, Minn. It is charged that Mr. Enger used his grain buying funds for his personal use, and that, when pressed, he executed statements that gained loans from other grain companies, with which he would pay off his previous indebtedness. He is said to have repeated this until finally he was caught, after which his arrest followed.

Bancroft, S. D.—A bottle of dirty black liquid found lying deep in a bin of corn in a local elvtr. is the first direct evidence of the operations of an arson gang in this vicinity. The bottle was discovered by George Judge, who was examining the corn preparatory to purchasing it. His foot came in contact with something solid while he was walking in the corn, and when the bottle was brought to light and pitched into the street it burst into flames. It is said that tests proved it to have contained a high grade of phosphorus.

## SOUTHEAST

Bridgeport, Ala.—The elvtr. of the N. C. & St. L. Ry., which was burned in 1914, has not been replaced, and there is no elvtr. here now.—X.

Charleston, W. Va.—The Steele & Payne Co. has changed its firm name to Davis, Payne & Co. There will be no change made in the active management of the business.

Montgomery, Ala.—The recent report to the effect that this company will improve its plant is incorrect. We know of no elvtr. improvements in this locality.—Hobbie Elvtr. Co.

Savannah, Ga.—An elvtr. is to be built at Port Wentworth, the industrial center west of the city, as the result of the movement started some time ago by the Board of Trade. Construction work will be started as soon as possible.

Mobile, Ala.—The State Harbor Com'isn, in its monthly session held Dec. 24, appointed a com'te composed of Commissioners J. C. Rich, F. C. Blair and M. C. Forchheimer to give publicity to the action of the Mobile & Ohio railroad in deciding to remodel its 250,000-bu. elvtr., in order that this port may gain the greatest benefit from the reopening of the plant.

Mobile, Ala.—Our 250,000-bu. elvtr. at this point will be reconstructed. The use of the former steam plant will be discontinued, and new electrically driven equipment will be installed. Work will be commenced at once, and it is expected that it will be completed within 5 or 6 months.—Mobile & Ohio Railroad Co., B. A. Wood, chief engineer maintenance of way and structures.

## TENNESSEE

Memphis, Tenn.—The annual election of the Merchants Exchange will take place Jan. 12.

Nashville, Tenn.—The Golden Grain Operating Co. incorporated; capital stock \$5,000; incorporators, Thomas H. Warren, J. L. Haston and others.

Nashville, Tenn.—The hearing held in this city Dec. 22 by the Bureau of Markets in connection with the federal grading for wheat and corn was well attended by grain dealers, millers and farmers from the Southeast. The hearing was conducted by George Livingston, federal grain supervisor, and the greater portion of the discussion centered upon the grading of white corn and smutty wheat.

## TEXAS

Waco, Tex.—Fire recently destroyed grain and flour, valued at \$3,000, and owned by the Sleeper Mlg. & Grain Co.

Amarillo, Tex.—The property of the Amarillo Grain & Coal Co. was destroyed by fire Dec. 24, the loss being about \$10,000.

Abilene, Tex.—The 100,000-bu. reinforced concrete elvtr. of the Abilene Elvtr. Co. has been completed and is now in operation. The Burrell Engineering & Construction Co. had charge of the work.

Sherman, Tex.—C. F. Hoover, sup't for the G. B. R. Smith Mlg. Co., was killed Dec. 30, when he fell a distance of about 80 feet, after having been carried over the top of the passenger elvtr. of the mill.

Mansfield, Tex.—This company which was recently incorporated with capital stock of \$15,000, is completing a 25,000-bu. elvtr. and a 50-bbl. mill with a large warehouse for feed.—Mansfield Mill & Elvtr. Co.

Houston, Tex.—A grain warehouse, 150x200 feet, will be built near the ship channel along the Houston Belt & Terminal railroad on 4 lots recently purchased for that purpose by the Josey Miller Co., S. A. Spencer and Capt. W. C. Tyrell, of Beaumont.

Houston, Tex.—R. McC. Wilhite, formerly of Ft. Worth, is now located at this place, where he is connected with the Marshall H. Smith Wholesale Grain Co. Mr. Wilhite has recently been sup't of construction and chief inspector of material under the construction quartermaster at Camp Bowie.

Arlington, Tex.—The Kyle Grain Co. has been organized with Louis Schlemmer as mgr. to engage in the grain, flour and feed business.

Lockhart, Tex.—We have leased 2 large warehouses at this place for storage purposes, and we operate a retail house here, and another at Luling. Our business, however, is principally in handling carlot shipments.—Stagner Brothers.

El Campo, Tex.—In connection with my 140,000-bu. ironclad rice elvtr. and 109x48-ft. brick warehouse I am building another warehouse of the same dimensions. Each of the warehouses will hold about 14,000 bags of rice.—Isaac Weaver.

## UTAH

Logan, Utah.—The Vitamin Co. has placed its recently completed 200,000-bu. reinforced concrete elvtr. in operation. M. S. Eccles is pres. and Spencer S. Eccles sec'y-treas. of the company, which will make whole wheat flour in connection with its grain business.

Ogden, Utah.—It is said to have been definitely determined that the Globe Mlg. & Elvtr. Co. will have to abandon the site upon which it started to build its new elvtr., because of water which was encountered in making the excavation. The water could not be controlled with pumps, and tests proved that to drive piling to support the structure it would be necessary to go to a prohibitive depth. W. E. Keller, pres. of the company, announced recently that the elvtr. will be built, and that another site will be chosen.

Ogden, Utah.—In order to comply with government regulations we have leased our elvtr. to the Ogden Bonded Elvtr. Co.—Utah Cereal Food Co.

Honeyville, Utah.—The Bear River Mlg. Co. has completed its 100-bbl. mill, and it, together with the 20,000-bu. reinforced concrete elvtr. which was completed a few months ago, is now in operation. Water power to operate the plant is derived from a stream fed by a nearby spring.

## WASHINGTON

Spokane, Wash.—The Sperry Flour Co. has received a permit to build a reinforced concrete mill of 750 bbls. capacity, and reinforced concrete grain storage tanks. The plant will cost \$250,000. The Burrell Engineering & Construction Co. has the contract.

Spokane, Wash.—A conference is to be held in this city Jan. 25 and 26 to consider the matter of erecting elvtrs. to handle next season's wheat crop in bulk. A joint com'te of the Farmers Union and the Chamber of Commerce has the program under consideration.

Seattle, Wash.—An order has been issued by M. H. Houser, agt. for the Food Administration Grain Corporation, giving notice that shipments of wheat can not be made from warehouses and elvtrs. in the agreement to mills outside the zone except on approved requisitions, or until receipt of instructions from his office giving the requisition number, quantity and quality of the grain, and the name of the mill.

## WISCONSIN

Stevens Point, Wis.—The Jackson Mlg. Co. is building a large concrete dam for use in furnishing power to operate its mill and elvtr.

Durand, Wis.—The Pfeiffer Grain & Seed Co. has filed an amendment to its articles of incorporation, increasing its capital stock from \$25,000 to \$50,000.

Portage, Wis.—The mill of I. W. York & Co., which was recently sold to the Shane Bros. & Wilson Co., of Minneapolis and Philadelphia, was damaged recently when a box car jumped the track and crashed into the wall of the mill. The switchboard thru which electric current is furnished to operate the plant, was knocked over and some of the instruments damaged, and one employe was shocked when he attempted to shut off the current. The elvtr., which remains the property of I. W. York & Co., was not damaged.

Neshkoro, Wis.—The W. J. Durham Lbr. Co. has sold its elvtr., together with its flour, feed and grain business, to Dahlke & Giese. The W. J. Durham Lbr. Co. is disposing of all of its property in Wau-shara county.

Afton, Wis.—Local business men are considering plans to erect an elvtr. and a com'te, consisting of Albert Stone, Nels Lindgren and Otto Sanderson, has been appointed to investigate the matter. A feed mill is now being built and work on it is progressing rapidly.

La Crosse, Wis.—The Kansas Flour Mills Co., of Kansas City, has bot the mill and elvtr. of the Listman Mlg. Co., and will operate the plant under the name of the Listman Mills. A. L. Goetzman, who has been mgr. for the Listman Mlg. Co., will probably continue in charge of the plant for the new owner.

## MILWAUKEE LETTER.

The Chamber of Commerce sent 100 Christmas baskets to poor families in the city.

Louis Portz, a member of the Chamber of Commerce, died at his home in Hartford on Dec. 11.

The rate of interest on advances on Bs/L for the month of January has been fixed at 7%.

Wm. C. Mitchell and J. Howard Mallon have been elected to membership in the Chamber of Commerce, and the memberships of Henry D. Gee and Richard C. Jones have been transferred.



The Armour Grain Co. has placed 2 steel storage tanks, each of 50,000 bus. capacity, at its plant. The tanks were built in Chicago and were moved here on a scow and set on concrete foundations that had previously been prepared. Each tank is 55 feet in height and 40 feet in diameter.

The Pabst Brewing Co. has built a 15,000-bu. transfer and storage elvtr. It is operated by electric power, and grain is unloaded from cars and wagons by means of a pneumatic conveyor system. The building is of steel, its wood sides being covered with corrugated iron, and there are 3 bins, the hoppers of which are of steel.

The fees for the supervision of weighing and for the weighing of grain on wagon scales have been fixed by the directors of the Chamber of Commerce as follows: Supervision of weighing from railroad cars 80c per car; from elvtrs. to cars, a charge which varies at different elvtrs., the lowest being 35c per car and the highest 85c per car; elvtrs. to wagons, 20c per wagon load; elvtrs. to vessels, 20c per 1,000 bus. when less than 5,000 bus. and 10c per 1,000 bus. when 5,000 bus. or over; vessels to elvtrs, 20c per 1,000 bus. or part thereof; after cleaning or drying, 35c per car or 1,000 bus.; supervision of weighing of bag lots, 50c per hour; supervision at industries where ass't weigher is not stationed, 75c per hour. Weighing car loads on wagon scales, \$1.45 per car when not in excess of 8 wagon loads, and when in excess of that amount an additional charge of 10c per wagon load. The fees for inspection and sampling have been fixed as follows: grain from cars, 50c per car; grain by sample in bulk, 50c per car; where grain from cars or by sample in bulk requires moisture test, 70c per car; from elvtrs. into cars, 35c per car; from elvtrs. into vessels, 35c per 1,000 bus.; when moisture test is required, 40c per 1,000 bus.; from wagons, 25c per wagon load; by sample in bags, 1/2c per bag; from elvtrs. into wagons, 25c per wagon load; furnishing sample, 25c per car; when no inspector is stationed at point

of inspection, 50c per car; screenings, 50c per car; moisture test, 25c per car; reinspection, when original inspection is sustained, 50c per car, and where moisture test is required, 70c per car. The above fees became effective Jan. 10.

## WYOMING

Pine Bluffs, Wyo.—The loading spout of the elvtr. of the Pine Bluffs Farmers Clearing House was recently torn from the building by a freight train.

### Ask Removal of Chief Inspector.

The removal of J. A. McGovern from the office of chief deputy inspector of grades, weights and measures of North Dakota is asked in a petition directed to the railroad com'ison of that state by R. A. Rasmussen, Palermo; N. G. Nelson, of the Nelson Grain Co., Stanley; and A. J. Arnold, of the Arnold Elvtr. Co., Stanley.

The action is an outgrowth of the recent action taken by Mr. McGovern in filing complaint with the com'ison against the three men, who are grain dealers in North Dakota, in which he asked that their licenses to inspect grain be revoked. In its decision after hearing the evidence against the men the com'ison stated that it did not deem the errors in grading of sufficient gravity to warrant cancellation of the buyers' licenses to inspect grain, thus refusing to grant the request of Mr. McGovern.

In their petition the men declare that Mr. McGovern has sought to set up in North Dakota a standard of grain grades different from that established by the federal government, and that the confusion growing out of such practice has rendered the grain business particularly hazardous. It is charged that, during the grain moving season of 1917, Mr. Mc-

Govern has attempted to advise, instruct, correct, threaten, discipline and otherwise exercise authority over the various licensed buyers for the private grain warehouses within the state, and that, in so doing, he has pretended and purported to occupy and perform the duties of an office called "chief deputy inspector of grades, weights and measures." It is asserted that this is without authority of law and without any provision of statute establishing the office or defining its duties.

In summing up their case the petitioners ask that the license of Mr. McGovern, if he has any, to act as a deputy inspector of grades, weights and measures, be cancelled, and that he be required to appear before the railroad board, to show cause why his license should not be canceled, and show cause why he "pretends and purports to act as chief deputy inspector." If the board finds there is authority for the office, the petitioners ask that its duties and powers be defined to the end that all persons interested may be fully instructed thereon.

### Safeguarding Government Grain Purchases.

To advise quartermasters and government buyers of grain and to see that contracts are worded to give the government full value for the money a com'ite has been appointed consisting of John R. Mauff, sec'y of the Chicago Board of Trade; J. Ralph Pickell, sec'y of the Council of Grain Exchanges; Robt. McDougal of Chicago, C. A. Magnusen of Minneapolis, Geo. S. Carkener of Kansas City, and Albert Brandeis of Louisville, Ky.

The committee has accumulated documentary data and promises effective aid.

## TROUBLE POSTPONED is TROUBLE DOUBLED

If you handle corn you can't possibly

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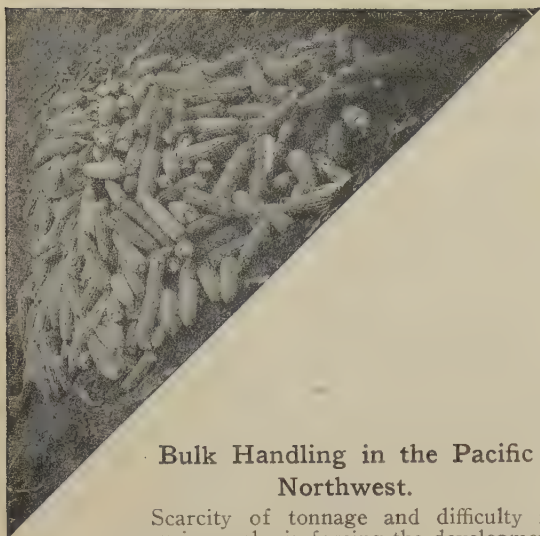
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## HESS WARMING & VENTILATING CO.

907 Tacoma Building, Chicago

Moisture Testers also—Brown-Duvel—with copper or with glass (official) flasks





### Bulk Handling in the Pacific Northwest.

Scarcity of tonnage and difficulty in securing sacks is forcing the development of bulk handling of grain in the Pacific Northwest. The economy of handling grain in bulk has been preached for years and now the two dominating economic influences mentioned are getting behind the method and forcing its adoption.

This year it is thought the bulk of the grain exported from that section of the country will go forward by vessel in bulk from the point of production thru to destination. In almost every part of the Inland Empire grain elevators are being built and equipped to handle bulk grain and such building would be carried out on a larger scale were it not for the high price of materials and the difficulty of securing equipment.

By the time the next crop begins to move it is thought the big elevator at St. Johns will be in condition to handle grain. The unit of this structure first to be completed will have a capacity of 1,000,000 bus. and later the capacity will be doubled.

It is said there are over 100 elevators in the wheat growing country east of the Cascade Mountains. Practically all of those ready for business have been built in the last five years, and many of them within the last two years.

A list of the important ones and their capacity follows: Condon, 150,000 bushels; Pendleton, 150,000; Heppner, 80,000; Shuttler, 60,000; Dufur, 120,000; Boyd, 80,000; Weston, 45,000; Rice, 50,000; Mautin, 100,000; Prescott, 66,000; Alderdale, 100,000; Elmyra, 150,000; Chesaw, 40,000; Centerville, 75,000; Clyde, 150,000; Davenport, 50,000; Dayton, 40,000; Endicott, 100,000; Ephrata, 25,000; Fairfield, 50,000; Hartline, 80,000; Lacrosse, 35,000; McCoy, 40,000; Mansfield, 130,000; Odesa, 60,000; Paha, 50,000; Pullman, 25,000; Quincy, 60,000; Goldendale, 150,000; Roosevelt, 75,000; Ritzville, 60,000; Ralston, 50,000; Seabury, 60,000; Tokio, 50,000; Tomkins Siding, 50,000; Turner, 175,000; Union Town, 100,000; Wilbur, 80,000; Winona, 50,000, and Withrow, 40,000.

The total capacity of these elevators is in excess of 3,000,000 bushels.

Many of them are modern and built of concrete.

STOCK DIVIDENDS are not income under the recent decision of the Supreme Court of the United States, opening the way for a distribution of stock without forcing shareholders to sell part of their interest in order to pay the income tax on dividends.

### Soil Improvement.

Farms that will produce more grain and forage, that will support more live stock, is the goal toward which the Soil Improvement Com'te of the National Fertilizer Ass'n is moving.

Opportunity is given the grain dealer to co-operate in this work, by securing literature prepared by the com'te for distribution among farmers from whom grain is secured. Proper fertilization will increase the production of grain, so that farmer, grain dealer and nation will be benefited. This literature is furnished without charge to responsible parties for distribution.

"Fertilizer in War Time," showing how the war has affected the nation's supply of fertilizer; "Fertilizers Pay Better Than Ever," in which is set forth in what manner present crop prices affect profits derived from the use of fertilizers, "Fertilizer Saves Farm Labor," and "Fertilize to Keep More Stock," are some of the pamphlets now available. These are authoritative and should do much to aid any student of agriculture to build up or maintain farm fertility. Write the com'te, Postal Bldg., Chicago, if you want your farmer patrons to feed their soil and bring you more grain.

TRADING IN FUTURES on the Buenos Aires market has increased enormously since the war began. For the season of 1916-17 dealings amounted to 5,331,500 tons, compared with 1,025,000 tons in 1913-14. For Rosario the figures were 4,017,000 and 1,825,000, respectively.

### Feedstuffs Movement in December.

Receipts and shipments of feeding-stuffs at the various markets during December, 1917, compared with December, 1916, were as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago, lbs.	56,508,000	52,581,000	61,040,000	59,540,000
Cincinnati, tons	9,215	26,005	10,863	16,079
Minneapolis, tons	8,792	5,889	66,162	47,748
Kansas City, tons	4,820	3,160	10,420	11,180
Milwaukee, tons	3,124	5,700	12,469	19,401
New York, tons	780	1,745	170	.....
San Francisco, tons	663	1,992	.....	.....
St. Louis, sacks	55,250	158,260	119,880	53,280
cars	5	11	15	1

### Canadian Mill Feed Prices.

Under the provisions of the order-in-council giving the Canadian Food Controller authority to prescribe profits and to set a maximum price on foods and feeds sold in Canada, new prices have been established for bran and shorts. The order became effective Dec. 17. The prices are: Bran, per ton of 2,000 lbs., \$24.50; shorts, per ton of 2,000 lbs., \$29.50.

These prices are for the goods in bulk at Fort William and Port Arthur. To these base prices may be added the cost of bags and freight from these basing points to destinations east thereof. At points west of the basing points the price shall be determined by the difference in the freight charge from point of origin to destination and that from point of origin to Fort William or Port Arthur.

All invoices must show the maximum price at Fort William and Port Arthur, the freight charge to point of destination, the cost of bags and any rebate or other deductions that may be made.

## Feedstuffs

### Mr. Feedman.

All your profits must be reasonable, If otherwise, they are treasonable. Now, don't object to things chaotic, For surely you are patriotic.

GADSDEN, ALA.—The mixed feed plant of the Gadsden Milling Co., which burned recently with a loss of \$30,000, will be rebuilt.

ARTICLES of dissolution have been filed by The Hottelet Co., of Milwaukee, Wis., which has been engaged in the feed business 27 years.

OMAHA, NEB.—The Mississippi Valley Seed Co. has leased the Krogh alfalfa mill and is now receiving seed corn. Offices are in the Bee Building.

MILWAUKEE, WIS.—The J. H. Murphy Feed Co., wholesale dealer in dairy feeds, has been granted a permit to build a new office building, to cost \$2,500.

BASIN, WYO.—The plant of the Basin Alfalfa Milling Co., destroyed by fire several months ago, will be rebuilt as soon as weather conditions permit.

THE ENTIRE EGYPTIAN cottonseed crop for 1917-18 has been bought by the British government at prices ranging from 78c to 92c per bu. at Alexandria.

P. O. PETERSON, of long experience in the dairy world, in the future will represent the Chas. A. Krause Milling Co., of Milwaukee, handling sales and extension work in Wisconsin.

ROANOKE, VA.—The Roanoke Seed & Supply Co. has purchased ground upon which to erect a 2-story brick warehouse, 60x100 feet, to be used as a warehouse and for manufacturing horse, dairy and chicken feeds.

KANSAS CITY, MO.—The Grain Belt Mills Co., of St. Joseph, has opened a branch office in this city for the distribution of its alfalfa and mixed feeds. The office is in charge of E. A. Murphy, formerly of the American Hominy Co.

KEARNEY, NEB.—The big plant of the Great Western Alfalfa Milling Co. is now in operation. H. H. Cribbs, the local manager, reports plenty of alfalfa in sight to keep the mill busy. Much of the 2,000 tons bought in Colorado is now en route and the big storehouse is filled to capacity.

CHARLES ENGLAND, of Baltimore, and George S. Bridge, of Chicago, have been appointed on the executive com'te of the feeding stuffs department of the Food Administration to represent the hay industry. Rules are to be framed to eliminate excess profits, hoarding and speculation.

COPIES of the annual Feedings Stuffs Control Report, prepared by the Purdue University Agricultural Experimental Station, Bulletin 209, is now ready for distribution. All who desire this report should send request, with stamp, to Agricultural Experiment Station, LaFayette, Ind.

SOME DEALERS in feed are endeavoring to cancel orders placed with wholesale handlers at prices in effect before the government secured the recent reduction. They are asking that prices be reduced to the government basis, which, however, had no bearing on feed contracts then in force.

Food for the table, containing alfalfa, will shortly be made by the National



Alfalfa Products Co., of Council Bluffs, Ia. This company is officered by M. C. Rich, pres.; E. O. Ames, of the Omaha Alfalfa Milling Co., Omaha, Neb., vice president; F. A. Matthews of the same company, secy-treas; and A. L. Scott, general manager.

IN EVERY COUNTY in Illinois in which auxiliary com'tes of the State Council of Defense have been organized meetings were held Jan. 2 to determine the seed corn situation. Later members of the many county com'tes will meet at Springfield, reports will be submitted and plans made to handle the available supply of seed corn to the very best advantage.

A REDUCTION of 25% in all mill and prepared feeds, of \$5 to \$7 per ton on cottonseed products and of \$9 to \$10 per ton on bean and other feeds produced at flour mills was announced in a telegram from the St. Louis office of the Food Administration, introduced in the milk price hearing in Chicago. The cut in the cottonseed products price is said to have been agreed to by the crushers of four states.

A RECENT ADDITION to the feed trade of Wisconsin is the Winona Feed Co., of Milwaukee, with warehouse and elevator facilities at Winona, Minn., and Milwaukee, Wis. Edward LaBudde, O. Sickert and Bently Dadmun are the incorporators. The company will handle a general line of feeds. The big elevator and warehouse at Winona is in charge of C. F. Beall, who also will look in at the Milwaukee plant from time to time.

THE INTERSTATE Cottonseed Dealers Ass'n has been organized by the dealers of six states. Resolutions pledging co-operation with the Food Administration were adopted, and efforts will be made to assist in the enforcement of uniform laws and regulations "which in their operation shall deal justly with the rights of manufacturer, dealer and consumers of cottonseed products."

REPORT on study of cereals and flour values by chief of the Bureau of Chemistry, Department of Agriculture, is now in press. It gives data which enables chemists to determine whether rice brans, rice polishes and similar by-products have been adulterated with hulls and points out the difference between natural brown and polished rice. Information also is given on the pearling and use of barley as food and much specific information on flour values.

INSPECTION of low-protein meal and cake, made of delinted cottonseed, by the Bureau of Chemistry, Department of Agriculture, has been extended to the Pacific Coast. In producing the feeds some mills are placing fans above the separating screens, thus removing a considerable amount of hulls and linty matter. Many labels have been changed to correspond more accurately with the true composition of the feed. Action also has been taken against linseed meal adulterated with screenings and oats with weed seed added to increase the weight.

COCOANUT MEAL is one of the new feed products. It is derived from copra, or dried coconut meat, which is now finding a market in the United States owing to danger of shipping thru the war zone. Cocoanuts are split and placed in the sun where the meat separates from the shell. It is removed and dried in kilns, in the sun or by smoke process. The kiln dried is used to make shredded cocoanut for food. In making feed the copra is ground then rolled and cooked and pressed to extract the oil. The meal that

is left runs about 20 to 24 per cent protein, 5 to 7 per cent fat and 5 to 11 per cent fiber.

ARRANGEMENTS for the sale of 50,000 tons of linseed oil cake, stored in and about New York and intended for export to Holland, to the Food Administration have been completed. The cake will be distributed to feeders in New York, Pennsylvania and the New England States. Bids will be received from mills or dairy and feed concerns by the Food Administration on behalf of the Dutch government for linseed oil cake to replace that taken over, and may be for the entire lot or for any specified portion thereof. It is hoped the feed can be supplied by the northeastern states and thus save in the use of rail transportation facilities.

ASS'N of Feed Control officials has decided that "hominine feed" must include the residue from the oil pressing, otherwise it must not be designated as homine feed. Manufacturers claim the additional value given such feed by the return of the germ residue would be infinitesimal and would not balance against the greater cost of production and resultant increase in price to the consumer. The world's demand for fats and oils is the greatest in its history and to change methods which now result in a very heavy production of corn oil, manufacturers argue, would be a distinct disadvantage to all without any compensating advantages.

AN INTERPRETATION of the general rules governing feed mixers has been issued by C. A. Chapman, chairman of the feeding stuffs industry com'te, which provides that: "The licensee in any sale of feedings stuffs shall take no more than a reasonable profit for such sale over the average cost of his stock of any commodity on hand or under contract, not at any time contracted to be sold, and in arriving at the cost of corn and oats he shall take into consideration the gain or loss resulting from any actual hedging transaction on a grain exchange." This ruling is construed to apply to feedings stuffs and not to corn and oats trading, whether or not the grain is used for feed.

In a supplemental bulletin issued by the New York State Millers Ass'n it is brought out that in securing renewal of licenses for handling mill feeds that it will be proper to defer action on such brands of feed as "bran, middlings, mixed feed, etc., which contain screenings not in excess of mill run, pending receipt of a ruling by the state authorities as to whether such feeds should be properly classified as a 'concentrated feed,' under the existing laws." A definite ruling is not expected until some time in January. Action may be deferred until advices are received from the ass'n.

AN OFFICE in Kansas City, Mo., in charge of A. R. Evans, has been established by the Bureau of Markets, for the Department of Agriculture, to furnish reports on hay and grain for Nebraska, Kansas, Iowa and Missouri. Biweekly reports will be issued and distributed free by mail or portions telegraphed to those who pay the tolls.

"BULK Handling of Wheat in the Inland Empire" is treated in a report by G. B. Hegardt and covers the investigation now under way to adapt the system of bulk handling of wheat to tidewater terminals. The report also presents a statement of existing and required terminal facilities for handling and shipping.

THERE are other publications, but there is only one

## Rosenbaum Review

If you wish inside facts concerning the grain business before you every Monday morning, you will subscribe now.

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## Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.75.

**GRAIN DEALERS JOURNAL**  
305 So. La Salle Street CHICAGO, ILL.

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size, 8¼x13¾ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

Form 43—200 Pages, \$2.25  
Form 43XX—400 Pages, \$3.75

**Grain Dealers Journal**  
305 So. La Salle St., CHICAGO, ILL.



## Supply Trade

CHICAGO, ILL.—The capital stock of the Leonard Construction Co. has been increased from \$500,000 to \$1,500,000.

Jersey City, N. J.—A choice assortment of pencils and erasers comes with holiday greetings from the Joseph Dixon Crucible Co.

THE FARMERS Co-op. Ass'n of Winnifred, Mont., is placing eight of the Invincible Cleaners in the modern milling plant which it is erecting in their city.

LUVERNE, MINN.—The Tri-State Grain Dealers Mutual Fire Ins. Co. has moved into its new offices in the First Nat'l Bank Bldg. The rapidly increasing business of the company necessitated larger quarters.

NEW HOLSTEIN, WIS.—The John Lauson Mfg. Co. has increased its capital stock from \$500,000 to \$1,000,000. This increase was brought about by the enlargement of the company's tractor output.

BISMARCK, N. D.—The Dakota Sales Co. has recently been organized with a capital stock of \$25,000 for the manufacture of grain cleaning machinery. The directors are C. Williams, H. L. Syegner and C. C. Putnam.

CHICAGO, ILL.—The handsomest wall calendar of the year comes from Elmer E. Bast, mgr. Hamilton Rubber Mfg. Co. It is decorated with a beautiful lithogravure of "The Girl I Left Behind Me," a masterpiece by Hortense Bucher.

CHICAGO, ILL.—Link-Belt booklet 299, describing and illustrating Link-Belt Silent Chain Drives for rubber mill machinery, is now ready for distribution. Journal readers who are interested may have this booklet by addressing the company.

AS USUAL Henry Simon Ltd., Manchester, Eng., are very prompt in sending out their yearly calendar. Firms in America who have been receiving this calendar for a number of years regard it as fixture in their office. It is in tab form mounted on a celluloid back. A fitting quotation is given for each day.

IN ITS house organ, "Graphite," of recent issue, the Joseph Dixon Crucible Co., of Jersey City, N. J., under title, "How do you figure?", discusses this argument and they show how "any old paint will do so long as it is cheap" is a false argument and a waste of labor and material. The best is the cheapest per year of service, argues the Dixon Company for its Dixon's Silica-Graphite Paint, and therefore gives the reason for the "faith that is in them."

MINNEAPOLIS, MINN.—T. E. Ibberson, well known designer and builder of grain elevators, has formed a new company, taking in with him Fred Holtby, Fred Amble and E. E. Ibberson, who have been in his employ for a number of years. This organization is in part due to the very rapid increase in Mr. Ibberson's business and the very good prospects for the coming year. The new company can be depended upon to give the grain dealers of the Northwest the very best of service.

ADVERTISING is the power of an idea multiplied. Other powers lose by expansion. Steam is power only when confined. Electricity radiated and diffused becomes nothing. Sound dies with dis-

tance. Great suns pale into invisible stars and the power of light itself is lost in infinite space. But the strange power of advertising increases by expansion. Diffusion is its life. It grows by what it imparts. The advertised idea, to become a power, must be genuine, vital, and related to the function of a meritorious business; and the means of its furtherance must be well chosen.—William C. D'Arcy.

### An Aid to Better Painting.

All interested in protective paint will find information of value in a recent booklet published by the Joseph Dixon Crucible Co., Jersey City, N. J. This treats of the physical qualities of Dixon's Silica-Graphite paint and points out the difference between this paint and others. The booklet contains 24 pages of matter of interest to all using paint for protective purposes.



FARMERS in the British Isles produced 250,000,000 bus. of potatoes last year, production being favored by good weather and stimulated by high prices guaranteed by the government. Growers have been authorized to sell at any price they can get below the fixed price, the government to make up the difference. This rule applies to lots of four tons or over.

### Advocates Pure Seed.

Grain men and seed dealers are in a position to give valuable aid in the big work of improving the quality of seed used in America, according to L. C. Mendenhall, of Lima, Ohio. Better seed is one way to aid farm production to keep ahead of consumption.

Mr. Mendenhall has a large acquaintance among grain and seed men of the middle states, having just completed his twelfth year as traveling representative of the A. T. Ferrell & Co. He believes plant selection and breeding is fully as important as stock selection and breeding and that grain dealers are in position to give valuable aid in the work of supplying growers with clean seed of pure strains.



L. C. Mendenhall, Lima, O.

### Will Build Large Elevator at Dairen.

For seven months each year railway traffic in Manchuria is greatly congested by the accumulation of soya beans at interior points and at terminals, and the railroad companies have been unable to make the full use of their cars, largely on account of the recurring ship shortage each year at the time the movement of the crop is heaviest. On one line of railroad alone there is an accumulation of 500,000 tons of soya beans piled in sacks.

To overcome this congestion the South Manchuria Railway Co. contemplates erecting at Dairen an immense elevator, to unload cars promptly and send them back over its 500 miles of road into the interior. The program contemplates also bulk handling in the interior to do away with the use of sacks imported from India and costing about 25c per 200 lb. bag.

S. Noda, assistant traffic manager of the South Manchuria Railway Co., is now in Chicago to investigate the construction and management of large terminal elevators.

### Elevator Bearings.

We have always advocated the use of the very best bearings that can be secured for use in elevators, for the reason that they are placed in the dustiest part of the plant and are apt to be neglected.

For the elevator head shaft, as well as any shaft that runs over 100 revolutions per minute, we recommend the use of ring oiling pillow blocks, owing to the fact that these bearings are liberally built and are equipped with an oil reservoir; they do not leak nor waste oil as some bearings do and the ring insures the shaft getting oil at all times. Where a good grade of oil is used the reservoir need not be filled more than once a week; they are almost dustproof and they seldom heat; thus the fire hazard is greatly reduced.

We recommend especially that these pillow blocks be supported by bridge trees which are in turn supported by keys so that the shaft can be kept level. Our head shaft bearings are equipped with a twenty-four inch key under the bridge tree. This enables the operator to keep his head shaft true, and he may make the adjustment without stopping his machinery.

Where it is not practicable to use a heavy wood key beneath the bridge tree, we recommend that a ring oiling pillow block with a four way adjustable frame be used instead. With such frame the operator can move his shaft in any direction and allow for wear and natural settling, and he is thus enabled to keep his line shaft and head shaft free and in line. It is true that ring oil bearings cost more than do ordinary friction bearings; but cheap bearings are generally built cheaply and contain a very poor quality of babbitt metal. Many of them are never turned or trued up, coming from the factory just as they are cast and babbitted. The users of such bearings should not expect a smooth running plant; neither should they be surprised if they have a burnout from a hot box.

There are many manufacturers in this country making a good line of bearings, so there is no excuse for the use of any other kind.—Building in "Our Paper."



## Grain Carriers

THE RAILROADS are short 10,000,000 tons of rails.

B. & O. has placed an embargo on all freight except coal and oil from stations on its own lines and connections.

GRAIN SHIPPERS who need empties are requested to notify J. J. Stream, United States Food Commission, 42 Broadway, New York City.

FROM 125 to 150 steamers are detained in New York harbor for lack of coal, says an unconfirmed dispatch. There is no coal in sight for merchant vessels or the navy and no relief expected for another ten days.

REPARATION in the sum of \$116.81 has been awarded the Caldwell Milling & Elevator Co., in its complaint against the Oregon Short Line that rates applied on three carloads of wheat from Caldwell, Idaho, to Chattanooga, Tenn., were unreasonable.

ORDERS for freight cars placed during 1917 totaled 158,965, of which 74,274 were for domestic use, 18,844 for the government and 65,676 for France, Russia and other foreign countries. Of this number orders for 30,500 cars for Russia are held in abeyance.

JOHN J. STREAM, coarse grain administrator, wired from Washington: Think Board of Trade should allow McAdoo's administration sufficient time to ease the grain situation, as every possible action will be taken to secure return of grain cars to western roads at once.

CANADA'S Railway Commission is working on the new freight and passenger rates and hopes to have them in shape to enforce by Feb. 1. The tremendous amount of detail in lining up the new schedules is responsible for the delay, which may overlap the date selected.

THE SIDING at Governor's Island, New York harbor, will hold 20 cars and that is the limit which can be sent in each day. More than a thousand cars on the Jersey side are waiting for transshipment to the island with a steady stream pouring in daily, adding to the congestion.

REPARATION in the sum of \$29.14 has been awarded McDonald & Co., on its complaint against the Southern Ry. et al. in which was alleged unreasonable charges were collected on nine carloads of oats and corn forwarded Jan. to April, 1914, from Elliott and other Illinois points, to New Albany, Ind.

SHIPPERS have a right to rely upon the published tariffs of the railroad company allowing a routing to a named destination; but carriers sometimes arbitrarily refuse to accept such billing, as in the recent case of the Van Dusen-Harrington Co. v. Nor. Pac. Ry. Co. On the refusal of the carrier to issue B/L for a car of wheat from Moscow, Idaho, to Evansville, Ind., the shippers in this case brought suit for an order of court to compel the issuance of the document, and Judge Morris at Minneapolis to his right to sue for damages for refusal so ordered. The Court of Appeals, however, now reverses this, denies the order for the B/L, and directs the shipper to his right to sue for damages for refusing to transport the car of wheat, a remedy that in many cases is inadequate.

GREAT Lakes steamers commandeered by the government and placed in the transatlantic service since the beginning of the war comprise a grand fleet of 101 vessels. Additional tonnage is being constructed at lake shipbuilding yards.

THE WASCO WAREHOUSE Co. has been awarded \$68.45 reparation on account of unreasonable rates on wheat shipped from Montana, Idaho, Washington and Oregon to The Dalles, Ore., for subsequent shipment. The order is against the Washington-Oregon Railroad & Navigation Co. and applies on shipments moving in Oct.-Nov., 1915.

EASTERN ROADS have issued orders to turn over all western cars at western junction points and terminals. Western roads refuse to permit their cars to be loaded for the east, which is construed as an embargo. The Wabash is about the only exception to this rule, and that line is handling tonnage for the east in a limited way.

FREIGHT RATES in western Canada are to be increased 10 per cent, in eastern Canada 15 per cent. This is the substance of a judgment Dec. 27 by the Board of Railway Commissioners and is subject to the Crow's Nest agreement and certain other specific limitations. Date on which the increase becomes effective has not yet been set.

AN ORDER received by the Pennsylvania Railroad recites: Effective at once: Do not use any box cars for loading except at freight houses, but have every available serviceable box car delivered to connecting lines, to be applied on commission orders that you now hold, until Sunday, Jan. 6. This order must not be deviated from under any circumstances.

STEPS are being taken to repair and return to service the thousands of bad order cars and locomotives on siding and in shops throughout the country.

WASHINGTON advices state all priority orders have been suspended and all freight now is placed on an equality. It is thought this will solve the congestion problem.

PERMISSION IS SOUGHT of the Federal Grain Corporation by the Twin Cities Railway War Board to establish an embargo for three weeks on the movement of cars to the east. This course, it is urged, would relieve the car shortage in the northwest which is hindering the movement of grain. The embargo is favored by the milling and grain trade.

RAILROADS have been advised by the Interstate Commerce Commission to inform the shipping public as promptly as possible, notification to be given without formal hearing, of all changes in inside length, width or height, in cubical capacity, in marked weight capacity, in gallonage capacity, in the number on the car, additions of new cars and the substitution of new cars of greater capacity for old cars.

NEW RULES have been made by the operating committees of the eastern lines with respect to tracing. Shippers must give cars a reasonable time in which to reach destination before requesting the roads to trace. Instructions to expedite the movement of freight will be disregarded unless such freight has been given preference. Those engaged in tracing cars will not be given the run of the premises, as heretofore, but will have access to designated offices where tracing work is concentrated.

## Wanted

A miller, either present mill owner or operator, who is ready for an opportunity to get into the milling business on the money-making side. Prefer a man who has had his experience with unprofitable, expensive-to-run, long-system machinery and knows how hard it is to make ends meet with this type of equipment.

If you have \$3000 to invest, we will start you in business with an American Marvel Mill, the latest development in modern milling equipment, and will show you what it means actually to make money with a flour mill of 100 barrels' capacity and under.

1200 American Marvel Mills are now in operation, and among the 1200 owners are hundreds of old long-system millers who, after struggling for years to make a profit with cumbersome, expensive-to-operate, antiquated equipment, saw the advantages of the wonderfully efficient, automatic self-contained American Marvel and today are making more money in one year than they used to make in five.

Millers—mill owners—head millers—INVESTIGATE this proposition and know all the facts. Let us refer you to well-known long-system millers of many years' experience who would not go back to the old way under any circumstances.

A letter or postcard will bring all the facts. Write it today—it may mean the turning point for you as it has for hundreds of others.

### The American Marvel Mill

- is made in 7 capacities—15, 25, 40, 50, 60, 75 and 100 bbls. per day.
- can be operated by one man. As operation is practically automatic, this man will have plenty of time to wait on trade and attend to all matters around the mill without assistance.
- practically eliminates upkeep.
- will outlast any other flour mill equipment manufactured.
- requires less horsepower per bbl. than any other mill. As compared with your long-system equipment it will cut down power bills to a mere fraction.
- produces quality and yield as high as can be had with any mill, regardless of size of make.
- is no experiment. Seven years solid success behind it. Hundreds of experienced millers prefer it to long-system equipment.
- you can get it on very liberal terms.
- every sale is made on 30 days trial, the purchaser being the sole judge.

Over 1,200 American Marvel Mills Now in Operation

The Anglo-American Mill Co., 435 Trust Bldg., Owensboro, Ky.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates.

**M. P.** in Sup. 9 to 2-0 gives rules and regulations governing transit privilege on grain and grain-products, effective Feb. 3.

**Cotton Belt** in Sup. 1 to 2223 quotes rates on grain and grain products from stations on its own lines in Texas, effective Jan. 14.

**So. Ry.** in Sup. 2 to grain transit tariff 1 gives rules governing the milling of grain in transit at Clinton, Tenn., effective Jan. 20.

**Toledo, Peoria & Western** in ICC 1357 cancels ICC 955 and quotes rates on corn and wheat from its own stations to Sheridan, Ill., effective Jan. 10.

**P. & R.** in Sup. 23 to ICC J-5234 quotes rates on grain and grain products and flour from and to stations on its own lines and connections, effective Jan. 24.

**M. P.** has filed application for an increase of 8c per 100 lbs. in the grain and grain products rates from Missouri River to Key West, Fla. when destined for Cuba.

**N. C. & St. L.** in Sup. 45 to Chattanooga division tariff No. 1 gives rates on grain and grain products from and to stations on P. & R. and connections, effective Jan. 24.

**Toledo, Peoria & Western** has issued ICC 1459 canceling ICC 1340 quoting rates on grain and grain products between Peoria, Ill., and its own stations, effective Jan. 10.

**C. & M. & St. P.** in Sup. 7 to 12831-A gives rates on grain and grain products between Chicago, Milwaukee and Racine to stations on its own lines and connections, effective Jan. 20.

**M. P.** in Sup. 13 to 2385-B quotes rates on grain and grain products between points in Tennessee, Illinois, and Missouri and stations in Arkansas on its own lines and connections.

**K. C. & O.** in Sup. 12 to 71-B quotes rates on grain and grain products between stations in Kansas and Oklahoma and points in C. F. A., Oklahoma and Nebraska, effective Jan. 31.

**M. C.** in Sup. 19 to 9180-B gives rules governing milling in transit and malting in transit instructions covering grain milled or malted at Michigan Central stations, effective Jan. 15.

**C., B. & Q.** in Sup. 23 to 1346-E quotes rates on grain and grain products in carloads between Chicago, Peoria, Quincy, East St. Louis, etc. and stations in Illinois on its own lines, effective Jan. 30.

**C., I. & W.** in Sup. 12 to 401-C quotes rates on grain, grain products and grain by-products from stations on its own lines to C. F. A. and Ontario points, effective, interstate, Jan. 18, in Illinois, Dec. 18.

**M. P.** in Sup. 1 to 1281-Q quotes rates on grain and grain products from Kansas City, St. Joseph and Independence, Mo., and other points in Kansas and Missouri to points in Minnesota, effective Feb. 7.

**Wabash** in Sup. 2 to D-9906 quotes rates on grain and grain products from Council Bluffs, Ia., Omaha and South Omaha, Neb., and Kansas City, Mo., to points in Arkansas & Louisiana, effective Jan. 15.

**Big Four** in Sup. 14 to 832-W gives rates on grain and grain products from stations on its own lines and connection to Baltimore, Boston, New York, Philadelphia and eastern and Canadian points, effective Jan. 30.

**C. & A.** in Sup. 3 to 259-C gives notice of further postponement, on interstate traffic, until March 1, 1918. Pending restoration of reissuance of this tariff rates named in tariff 259-A will apply on all interstate traffic.

**K. C. S.** in Sup. 14 to 3499 quotes rates on grain and grain products between Kansas City, Mo., Missouri River Points and points taking the same rates or basing thereon and stations on its own lines and connections, effective Jan. 20.

**Big Four** in Sup. 9 to 833-L quotes rates on grain, grain products and by-products from stations on its own lines and connections to Buffalo, N. Y., Pittsburgh, Pa., Wheeling, Parkersburg and Charleston, W. Va., and points taking same rates, effective Jan. 20.

**Wabash** in Sup. 1 to D-9906 quotes rates on grain and grain products from Council Bluffs, Ia., Omaha and South Omaha, Neb., and Kansas City, Mo., to points in Ark. on the Cotton Belt, and also from Kansas City, to points in Arkansas & Louisiana, being a reduction effective Jan. 12.

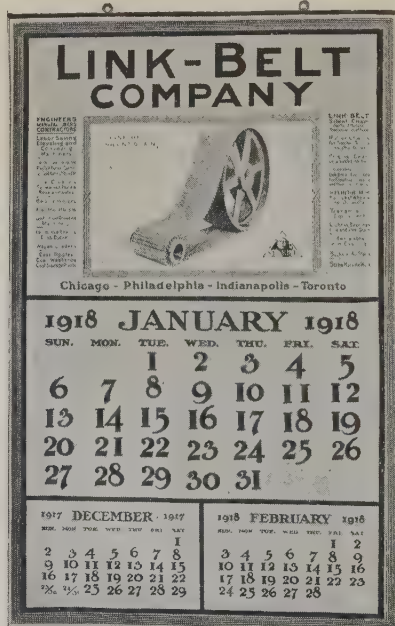
**C. & A.** has issued Sup. 8 to 1574-E in which rates on grain and grain products, seeds, hay and straw from Kansas City, Mo., when originating beyond, and from other points in Missouri are quoted to stations in Missouri, to Cairo, Ill. to Ohio river crossings, and to many other points in the Mississippi Valley and to Gulf Coast ports, effective immediately.

**A., T. & S. F.** and associated lines, in Sup. 56 to 5588-J quotes local, joint and proportional rates and amendments on grain and grain products in carloads from points in Kansas, Colorado, Missouri, Oklahoma and Superior, Neb., and Kansas City and St. Joseph, Mo., Atchison and Leavenworth, Kans., Chicago and Peoria, Ill., and Mississippi River points, and also gives the basis for making thru rates to or from Omaha, South Omaha, and Lincoln, Neb., and Council Bluffs and Sioux City, Ia., and basis for making certain distance rates, effective Jan. 14.

**J. H. COFER** of Norfolk, Va., has been appointed a member of the Arbitration Appeals Com'te of the Grain Dealers National Ass'n, to succeed J. J. Stream. Mr. Cofer is one of the leading distributors of grain in the Southeast.

### An Attractive Calendar.

One of the most useful calendars now being distributed is that of the Link-Belt Co., shown in the engraving. It is printed in three colors, contains 12 sheets with a different illustration on each page, and measures 16x25 inches. A copy will be sent to readers of the Grain Dealers Journal on application to the company at Chicago.



### The Season's Greetings.

"For what avail the plough or sail,  
"Or land or life, if Freedom fail?" quotes the Lawrenceburg Roller Mills Co., Lawrenceburg, Ind.

**D. R. Risser** gets his message across in a tastefully arranged and printed message for the season.

A card from the Milwaukee Chamber of Commerce extends best wishes to all for the year to come.

"Accept our old fashioned wishes for the sake of Auld Lang Syne," is the suggestion made by J. F. Zahm & Co., Toledo.

**Good wishes** from Mr. and Mrs. Frank G. Olson are conveyed by a card beautifully engraved with the national colors over a sprig of holly.

**Esteeming Good Will** an asset of great value the Cleveland Grain Co. extends its sincere thanks and best wishes to all its friends.

"When the apple trees bloom," is well depicted on the calendar sent out with the compliments of D. R. Risser, Vaughnsville, Ohio.

Truly it is a work of art, that greeting from the Richardson Scale Co. A loosely attached color print, the embossed message and a neat calendar pad in a setting of holly gives the recipient a taste of real art.

**The White Star Co.,** Wichita, will please every one who plays, has read about or heard of Kelly Pool. Coolidge's famous dogs are depicted at a critical moment in the game.

From the Bert A. Boyd Grain Co., Indianapolis, comes a desk calendar pad, of great convenience to any office worker.

"Always Knocking," is not such a diverting method of passing the time, particularly if you miss the nail and hit your thumb, as suggested in the calendar of W. G. Bragg, Richmond.

An original calendar of more than usual interest comes from New Orleans. It was prepared by Anne MacKinne Robertson and tells of the romance and progress of the Crescent City. Calendar is made of nine heavy sheets of cardboard, looped together with silk cord, on which New Orleans is shown Today and Yesterday, but mostly today.

**Cards for 1918** for its perpetual "Eureka" desk calendar are sent out with the compliments of The S. Howes Co., best wishes for the year being enclosed.

A lithographed view of its factory surrounded by a most interesting assortment of its products, is the sheet to which the St. Louis Paper Can & Tube Co., has attached a serviceable calendar pad.

A calendar for use is sent out by Meech & Stoddard, Inc., Middletown, Conn. This is a wall-hanger of twelve sheets, with a complete weather forecast for each month by sections. Opportunity is taken, also, to emphasize the fact that the firm has the most rapid and economical grain handling plant in the east, with facilities for loading or unloading a 20 ton car in 20 minutes.

**Earl F. Skidmore**, of Brouse-Skidmore Grain Co., Cincinnati, O., is serving his country by sending his friends a "Patriotic, Historical Story of the Glory of Old Glory," which also is an appeal to the loyalty of all patriotic Americans. Pictorially and in verse and prose it places before the reader many of the high-lights in the history of this nation. It is beautifully printed in colors. The front cover of this attractive brochure bears the following verse:  
Off with the hat as the flag goes by,  
Let the heart have its say—  
You're man enough for a tear in your eye  
That you will not wipe away—  
Off with the hat as the flag goes by,  
Uncover the youngster's head—  
Teach him to hold it holy and high,  
For the sake of its sacred dead.

**Around the Corner.**  
Around the corner I have a friend,  
In this great city that has no end;  
Yet days go by and weeks rush on,  
And before I know it a year is gone,  
And I never see my old friend's face;  
For life is a swift and terrible race.  
He knows I like him just as well  
As in the days when I rang his bell  
And he rang mine. We were younger then;  
And now we are busy, tired men—  
Tired with playing a foolish game;  
Tired with trying to make a name.  
"To-morrow," I say, "I will call on Jim.  
Just to show that I'm thinking of him."  
But to-morrow comes and to-morrow goes;  
And the distance between us grows and grows.

This is part of a message from Chas. H. Ridgway, secretary of the Western Millers' Mutual Fire Insurance Co., "Wishing you all the happiest new year of your lives."



## Supreme Court Decisions

**Limitation of Carrier's Liability.**—Testimony that the shippers accepted and signed the conditional B/L without reading it is insufficient to contradict written admission contained therein that shippers were offered choice as to rates depending on liability of carrier.—Ill. Cent. R. Co. v. Rogers. Supreme Court of Mississippi. 76 South. 686.

**Sale of Growing Crops.**—As a rule, growing crops are part of the soil and pass with the land. Where the vendor instructed his agents to sell, but said nothing of reserving the crops, and the agents sold, telling the purchasers that nothing had been said, and the crops would go to them, the crops, unsevered at the time the sale was consummated, passed to the purchasers.—Holloman v. Bishop. Court of Civil Appeals of Texas. 197 S. W. 1000.

**Value and Weight of Corn Destroyed.**—In an action on a fire policy for value of popcorn destroyed, testimony of defendant's expert witness, one of the few men engaged in buying such corn in large lots, as to the amount per pound for which he could have replaced plaintiff's corn in the crib when destroyed, was proper and admissible. In such action, where the quantity or weight of the corn in plaintiff's crib was ascertained by computation from the dimensions of the crib, a witness' estimated reduction of 15 per cent for husks and 8 per cent for a supposed deficiency in weight, was proper for the consideration of the jury, but was not of a character binding on the jury.—Weaver v. National Fire Ins. Co. Supreme Court of Iowa. 165 N. W. 223.

**Trade Term Explanation Admissible.**—A contract for sale of car of corn being ambiguous as to meaning of words "inspection allowed," therein, testimony as to meaning attached thereto among shippers and buyers of carload lots, when used in such a contract, is admissible.—Marlin Lumber Co. vs. Samuel Hastings Co. Court of Civil Appeals of Texas. 198 S. W. 1076.

**Liability of Shipper.**—The provision in a B/L that the "owner or consignee shall pay the freight and all other lawful charges accruing on said property, and, if required, shall pay the same before delivery," was intended for the benefit of the carrier and to define its rights against the consignee, but did not relieve the shipper of liability for the freight, if the carrier saw fit to look to him for payment.—Northern Pac. Ry. Co. vs. Pleasant River Granite Co. Supreme Judicial Court of Maine. 102 Atl. 298.

**Shipping.**—Where the B/L provided that the goods should be taken from the ship by the consignee immediately it should be ready to discharge, or transhipped into lighter at the expense of the consignee, a consignee is liable for his just share of the expense of discharging the cargo into ocean-going barges; the consignee furnishing no wharfage facilities and not providing lighters until several days after notified.—Castle v. Swedish America Mexico Line. U. S. District Court, Maryland. 245 Fed. 911.

**Mutual Insurance.**—So long as a mutual fire company has outstanding debts or liabilities, its insolvency gives no right to a policy holder to recover premiums paid or to avoid payment of a premium note. Act April 24, 1905 (Laws 1905, p. 495), § 8, providing that the state auditor shall not consider a promissory note held by an insurance company as an asset if it is six months or more past due, does not remove from the assets of the company premium notes more than six months past due on which action is brought by the receiver of the insolvent company.—Johnson v. House.

Supreme Court of Arkansas. 198 S. W. 876.

**Waybill Not Admissible against Shipper.**—Since the shipper is not a party to the waybill made out for the convenience of the carrier, he is not bound by it and it is not admissible in evidence against him to show the destination of the goods.—Q., A. & P. Ry. Co. v. Warren. Court of Civil Appeals of Texas. 198 S. W. 814.

**Future Delivery Contract Valid in Texas.**—A contract for the sale of goods to be delivered at a future date is valid, even tho the seller has not the goods nor any other means of getting them than to go into the market and buy them, provided the parties really intend and agree that the goods are to be delivered by the seller and the price is to be paid by the buyer; tho if the real intent is to speculate and the goods are not to be delivered, but the parties are to settle according to the difference between the contract price and the market price at the date fixed for executing the contract, the contract is invalid.—Merriam & Millard Co. v. T. A. Cole. Court of Civil Appeals of Texas. 198 S. W. 1054.

## Books Received

**THE TRADE ACCEPTANCE** Nationally Launched constitutes No. 7 of Vol. 1 of publications by the Irving National Bank. It treats in detail of the necessity of employing the acceptance in a big way to reduce to liquid state the frozen assets of ledger accounts. It is a comprehensive, straightforward presentation of the subject worthy of the attention of every member of the grain trade, though, admittedly, less needed by grain men than by those of any other industry. Copies can be secured without cost by addressing the author, Lewis E. Pierson, Irving National Bank, Woolworth Bldg., New York City.

## WHAT DO YOU NEED

to modernize your plant so it will net you larger profits? Is it here?

Cleaner  
Sheller  
Buckets  
Boots  
Belting  
Portable Elevator  
Power Shovel  
Car Puller  
Scarifying Machine  
Gravity Cleaner  
Clover Huller  
Manlift  
Bags and Burlap  
Transmission Machinery  
Separator  
Grain Driers  
Grain Triers

Car Loader  
Conveying Machinery  
Transmission Rope  
Sample Envelopes  
Power { Gas Engine  
Kerosene Engine  
Motors  
Dump  
Storage Tanks  
Feed Mill  
Elevator Leg  
Distributor  
Car Liners  
Scales  
Moisture Testers  
Oat Bleachers  
Oat Clipper

or anything used in a grain elevator.

Tell us your needs, and we'll put you in touch with reputable firms, to the end that you will receive information on the latest and best equipment. A postcard will do.

## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

## Are You Having Trouble ? Getting Coal

Subscribe to The Retail Coalman—the magazine with "more than double the paid circulation of any other coal trade paper"—and with the largest number of coal advertisers. Subscription price, \$1.50 per year.

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## THE RETAIL COALMAN

1534-6 Monadnock Block, CHICAGO, ILL.



## Patents Granted

**1,250,316. Hulling Machine.** Alvin Hueghe, Uvalde, Tex. This hulling device has a separating attachment. Grain may be fed into the receiver, the mechanism given a predetermined number of revolutions, when a gate opens and the grain and chaff discharged into the separating department, the receiving chamber being charged again at the same time.

**1,250,137. Grain-Door Seal and Lock.** Richard Webb Burnett, Chicago. An angle iron is fastened to the face of one of the uprights forming the car-door opening, providing a shoulder to receive the grain door. The other upright is equipped with a pivoted flange and means for releasing same, enabling the receiver to release the grain door which opens out, in a very few minutes.

**1,250,496. Process for Drying Grain and other Coarse Granular Materials.** Emil Passburg, Berlin, Germany. This process consists of heating the grain by vapor and during a continual working process to a temperature of 60 to 70 C., of feeding the heated grain to a non-heated vessel where it is subjected to a low vacuum pressure for a definite period and then to a higher vacuum pressure.

**1,250,768. Seed Corn Grader.** Charles B. Baumgartner, Manchester, Ia., assignor to Charles Hunnicutt, Wilmington, O. This device for grading seed corn, by size, comprises two screens, one below the other. The upper screen is attached solidly to the frame and is boxed in by the frame walls. The lower screen extends beyond the frame of the upper element and serves to discharge the grain into a convenient receptacle.

**1,250,316. Sacker.** Alfred L. Johnson, Ogden, Ia. In this sacker or bag filler the bottom of the hopper is shaped as a trough, pivoted at the inner end and extending beyond the hopper front with curved wings to form a chute-like discharge. Means are provided for attaching the bag and arrangements for discharging the material passing thru into the bag. The trough may be raised or lowered and secured in either position, as indicated in the diagram.

**1,251,135. Belt Conveyor.** Fred C. Thornley, Baltimore, Md. In this device the supporting frame is equipped with a series of

brackets with roller bearing housings and idler pulleys disposed between the brackets and the shaft to which the pulleys are fixed, the latter having rounded ends in contact with each other within the housings, also rollers within the housings to which the end portions of the shafts are supported. Means are provided for lubricating the mechanism.

**1,251,016. Automatic Weight Indicating Attachment for Beam Scale.** Guldbrand Guldbrandsen, Chicago. This is a device by means of which the weight on a beam scale is automatically recorded on an indicating device attached to the beam. It may be attached to any ordinary platform weighing scale and will show the scale load when the ordinary poise is maintained in a fixed position. Reference to the illustration shows the method of attachment and brings to view various features of the device.

### Elevator Casualties.

WHILE helping to install a drier in the elevator of the Farmers Grain Co., Farmer, Ind., Dec. 20, Frank Phillips fell from the second story, cutting his wrist on a piece of galvanized iron.

AT THE PLANT of J. F. Umpleby, Pana, Ill., Dec. 27, M. I. Viridon stepped inside of a grain bin to ascertain the amount of grain in it, slipping and injuring his shoulder. This was a slight injury but infection set in, which probably could have been prevented by efficient first aid.

### Indict the Food Hoarders.

Last summer the bee family worked early and late gathering pollen which they manufactured into honey and secreted. Great tribes of ants accumulated anything and everything they could move that would serve as food for the winter. Colonies of squirrels hoarded nuts and acorns. Mice and rats built up supplies of grain in unfrequented nooks.

Wholesale indictments should be returned against these violators of the commandments of the Food Administration. Every man Jack and woman Jane of them should be apprehended. They should have quit when they had enough on hand to last them sixty days or applied to the Food Administration from time to time for such supplies as they required.

It is thought they will urge in their defense the fact that winter in northern

latitudes is more than sixty days long. Such specious pleading will be of no avail, for it transpired they are miserable, selfish profiteers as well as hoarders. One Grass Oppor will be the chief witness against the hoarders who will prove his part of the common supply of food was wrongfully withheld.

The Food Administration is thought to have a clear case and it will go hard with the offenders.

### Sue to Recover Elevator Loss.

A joint suit has been filed in the Superior Court at LaFayette, Ind., by the Kirkpatrick Grain Co., the Grain Dealers National Fire Insurance Co., and the Millers Mutual Fire Insurance Co., of Alton, against Walter L. Ross, receiver of the Toledo, St. Louis & Western Railway Co., to recover \$31,600. This is a sequel of the wreck and big fire at Kirkpatrick, Ind., June 20, 1917, when elevator of the grain company was destroyed. It is alleged the wreck was caused by the negligence of the railroad company in permitting a defective rail to remain in the track, the rail being responsible for the wreck and the ensuing damage.

Suit also is brought on behalf of a farmer whose hogs are said to have been killed by drinking water from a ditch containing gasoline which escaped from a wrecked tank car.

### Screenings.

Some sweet after-the-war-is-over day there will be open seasons for profits, so cheer up.

Non-partizan League officials have discovered it costs \$3.50 a bu. to grow wheat and have so informed the farmers of North Dakota. Too bad this information comes out after the price has been established for the 1918 crop.

### Regulation.

With Apologies.

Oh, regulation, regulation, that's the thing. Of regulation, regulation, let us sing; When we want to make real business sick, Pile on regulations, three feet thick.

A certain business man closed up his affairs, severed his connection with a concern that netted him many thousands of dollars a year and went to work for Uncle Sam for \$1 a year. The second day on the job a tax-eater asked regarding his political affiliations. "My politics," replied the business man, "I fear would not interest you. I belong to that small but rapidly increasing party which puts the needs of its country above all other considerations."

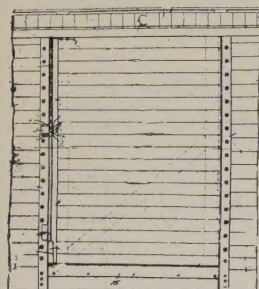
If bureaucracy is an enemy of the country it should suffer the same fate that awaits its other enemies. If it is a diseased member of the animal family the amputation of its tail at a point immediately in front of the shoulders will help some.

Seed men who were fortunate enough to put in a supply of clover seed are said to be rolling in clover.

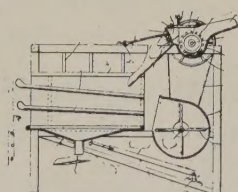
Uncle Sam's dream of a billion bushel wheat crop in 1918 will not come true because the weather would not co-operate with the farmers, but with good luck the crop will be close up.

Corn Has Kidney Trouble: Dr. Pickell says bladder trouble. Our doctor says kidney trouble. Perhaps it is water on the brain. Whatever it is, it's a wet disease. If the corn were real young we would suggest diapers. . . . When farmers go into the corn fields, they go fishing instead of husking. Several who could not swim have been drowned.—C. A. King & Co.

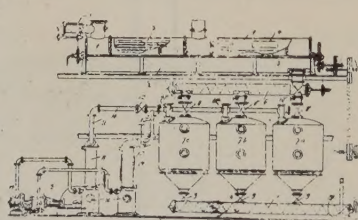
Ans. Touching the condition of corn. The real trouble is bacteria. Corn is hybrid, therefore cross-eyed. Early frosts gave corn a cold. Inflammation set in, closing the tear ducts and flooding the carburetor. Being cross-eyed the flow of the tears was down the back of the neck, therefore the disease must be back-tear-ee-a.—Doc. Yak.



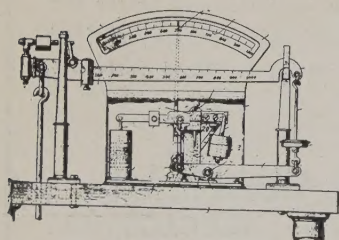
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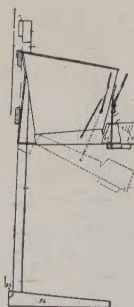
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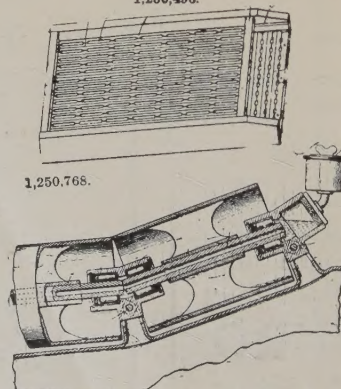
1,250,496



1,251,016



1,250,316



1,251,135



# The GRAIN DEALERS JOURNAL.

## Insurance Notes.

OUTSIDE DOORS of the elevator should be provided with locks as a preventive of incendiary fires. Outbuildings need padlocks, particularly the gasoline house. Windows in places difficult of access from the inside should be locked from the outside, for the convenience of the elevator operator.

GRAIN in cars standing within 100 feet of the elevator is covered by the policy, was the recent ruling by the Supreme Court of Minnesota in the suit of the Dodge Elevator Co. against the Hartford Fire Insurance Co., under the clause in the policy "or while in cars on tracks within 100 feet thereof."

THE NATIONAL SURETY Co. is defendant in a suit brot by the Globe Grain & Milling Co., of Los Angeles, Cal., to recover \$5,000 on a bond for T. F. Hayes, embezzler. The defense is that when Hayes was transferred from Woodland, Cal., to Salt Lake City as grain buyer the company knew he was short \$1,500.

MORE ELEVATORS were burned in South Dakota during 1917 than in any four previous years combined, says a report from the State Department. Losses from the destruction of eighteen mills and elevators amounted to \$138,380 and the elevators at Hecla and Aberdeen are not included. Of the eighteen five were of incendiary origin, two caused by lightning, three by sparks from passing locomotives, one by an overheated stove, causes of other fires being unknown.

FIRE LOSSES for the United States and Canada for 1917 were \$267,273,300, the heaviest of record, barring 1906 when the San Francisco fire swelled the total for that year to \$450,710,000. Losses for 1917 were \$36,000,000 in excess of 1916 and \$84,000,000 greater than for 1915. Average fire losses per year since 1878 have been \$162,006,689, an aggregate loss of \$6,480,267,560. Fire insurance experts claim that 65 per cent of all fires are due to preventable causes, and urge that losses can be reduced 50 per cent by each owner properly safeguarding his own risk.

IN ONE of the principal bean producing counties of Michigan a canning company is said to have received, early last spring, contracts for a large quantity of canned beans, and to have immediately purchased in the open market a supply of containers sufficient to enable it to fill the contracts. The cans were received, paid for and placed into its warehouse pending the bean harvest. At the time when the plant should have begun canning beans in volume an order was issued by the Food Administrator requiring that canning be greatly curtailed because of the need of block tin for use in the manufacture of munitions. The company now finds itself with a large sum of money tied up in cans which it cannot use, and its plant is idle. The farmers in the community, who produced a large crop of beans which

are inferior in quality and so soft that they cannot be stored safely, yet which are well suited to canning, are without the market which the canning plant would provide if it were allowed to operate. The situation is aggravated by reason of the fact that there is not sufficient drying capacity in the state to care for the large quantity of soft beans, there being only about 33 driers in Michigan, and of these only 24 are up-to-date plants, the remainder being home made and of small capacity.

I CANNOT get along without the Grain Dealers Journal.—C. E. Stumbaugh, Alexis, Ill.

THE Grain Dealers Journal is one of the best grain papers published, and I enjoy reading it.—J. Anderson, Yuma, Colo.

I AM very much pleased with the Grain Dealers Journal, and it is a great help to me. With two boys at the front I am somewhat handicapped, but we are doing our bit at home, along with the rest.—W. G. Sweet, Royal Center, Ind.

## NOTICE TO POLICY HOLDERS

One reason why you should exercise unusual care and diligence in protecting your property against fire is the delay and difficulty you would have in securing repairs or rebuilding owing to War Conditions.

Let us help you with our service on all known hazards.

## MUTUAL FIRE PREVENTION BUREAU

Oxford, Michigan

### REPRESENTING:

MILLERS NATIONAL INSURANCE CO.  
Of Chicago, Ill.

WESTERN MILLERS MUTUAL FIRE INSURANCE CO.  
Of Kansas City, Mo.

OHIO MILLERS MUTUAL FIRE INSURANCE CO.  
Of Canton, Ohio

PENNSYLVANIA MILLERS MUTUAL FIRE INSURANCE CO.  
Of Wilkes Barre, Pa.

MILL OWNERS MUTUAL FIRE INSURANCE CO.  
Of Des Moines, Iowa

THE MILLERS MUTUAL FIRE INSURANCE CO.  
Of Harrisburg, Penn.

TEXAS MILLERS MUTUAL FIRE INSURANCE CO.  
Of Fort Worth, Texas

MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO.  
Of Lansing, Mich.

INCORPORATED 1877

## The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents  
of same at Cost.

Insurance in Force \$34,010,102.93 Cash Surplus \$540,077.68

H. B. SPARKS, President G. A. McKINNEY, Secretary

HOME OFFICE: Alton, Illinois

SOUTHWESTERN AGENCY: Railway Exchange, KANSAS CITY, MO.

## KEEP YOUR HOUSE LOCKED

It makes little difference where we lay the blame, the fact remains we are having too many mysterious elevator fires. Therefore, it behooves every man to look out for his own. Keep your house well locked at nights and on Sundays. Keep your eyes open during the day. Don't admit strangers unless they have proper credentials. Many towns have volunteer organizations who do night patrol duty. Why wouldn't such an organization be a good thing for your town?

Fitzgerald & McCotter  
Western Managers  
OMAHA, NEB.



C. A. McCotter  
Secretary  
INDIANAPOLIS, IND.

A fire from any cause will be a calamity; a careless fire will be a crime.

## WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE ASSOCIATION

DES MOINES, IOWA

F. D. MILLIGAN, Pres't GEO. A. WELLS, Sec'y

Write for Information  
Regarding Short Term Grain Insurance

ORGANIZED 1902

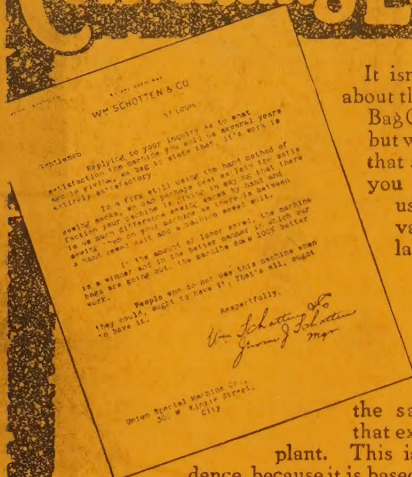
## Tri-State Mutual Grain Dealers Fire Insurance Co. Luverne, Minn.

Average Annual Dividend to policyholders 53 PER CENT of the DEPOSIT PREMIUM  
Ask about the "TRI-STATE PLAN" for short term grain insurance.

E H MORELAND, Secretary



## Convincing Evidence



It isn't what *we* say about the Union Special Bag Closing Machine, but what its *users* say, that should convince you of the practical usefulness of this valuable time and labor saver for your use.

Read this letter from a concern that is using it—

under exactly the same conditions that exist in your own

plant. This is unbiased evidence, because it is based on the most critical test under actual working conditions.

You'll experience the same satisfaction, and the same enthusiasm for the Union Special Bag Closing Machine when you try it out in your plant.

It enables one man to close as many bags as four men sewing by hand—and it gives you a 100% better job!

Write for illustrated book showing just how it works, and what it does—and write today!



**UNION SPECIAL MACHINE CO.**  
300 W. KINZIE ST. CHICAGO

## Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10 1/2 x 15 1/2 inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price \$2.75.

## GRAIN DEALERS JOURNAL

305 So. La Salle Street

CHICAGO, ILL.

## Service To Be Rendered

The initial cost of an article is small in comparison with the service that article should render you. Purchase an ELLIS CONTINUOUS FEED DRIER for the service it will render you and let the cost be a second consideration.

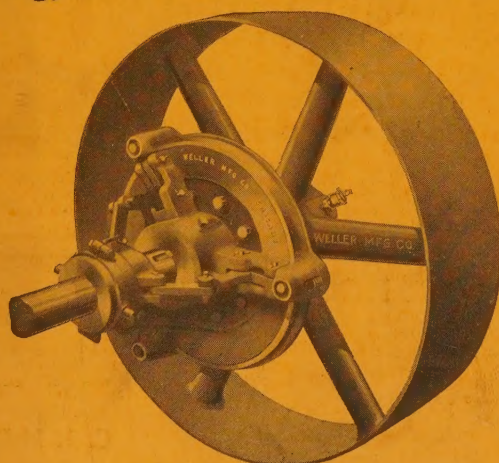
GRAIN  
DRIERS

**THE ELLIS DRIER COMPANY**  
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We make more types and sizes of clutches than any other concern in the U. S.

We have a clutch to suit every condition or requirement. Fully described in our new

Friction Clutch Catalog G-27

**WELLER MFG. CO.**

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## SPECIAL NOTICE



We have moved into our new factory at 1004-6 Lyn-dale Avenue North, where we have greatly enlarged and better facilities for handling our increasing business. We are the sole manufacturer of Bryant Auto-

matic oil filters and DAY'S patented ventilating cap as well as our dust collectors and dust collecting systems. Watch for our next ad. When in need of anything in our line, write

**THE DAY COMPANY**

Minneapolis, Minn.